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# GRAIN & FEED JOURNALS CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*



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[For description see page 484]



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

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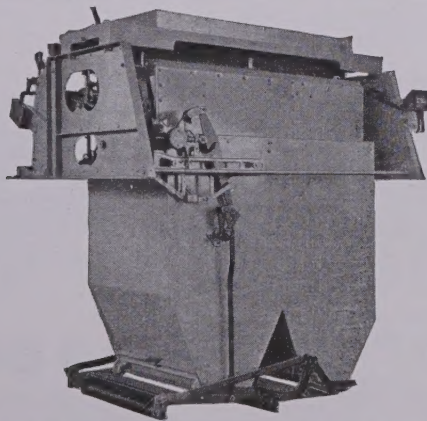
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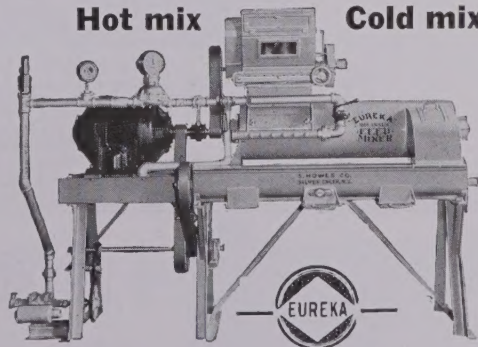
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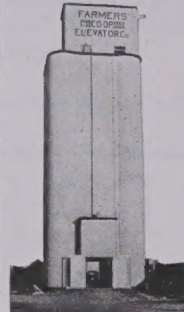


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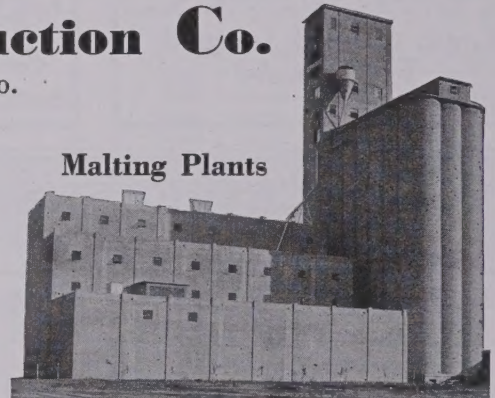
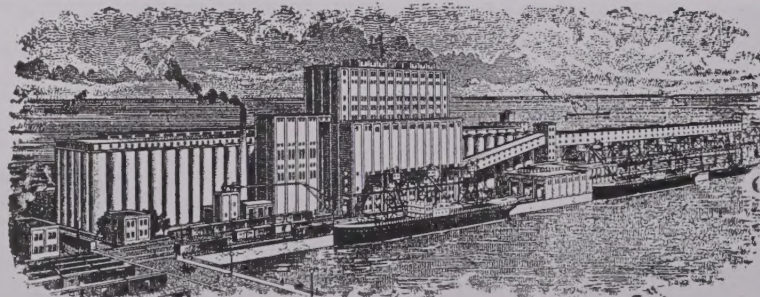
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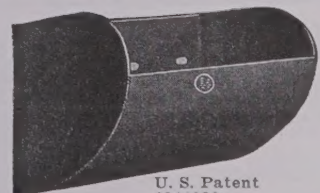
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**COWPEAS WANTED**—Indiana and Illinois grown cowpeas wanted direct from country shippers; advise quantity available. No brokers. Address 85Y4, Grain & Feed Journals, Chicago.

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AMERICAN ELEVATOR & GRAIN TRADE  
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**SELL YOUR SECOND HAND** Machines Now—tomorrow they will not be worth as much as they are today. A shiny machine which has just been in operation sells quicker and brings a bigger price than a dirty, rusty one.

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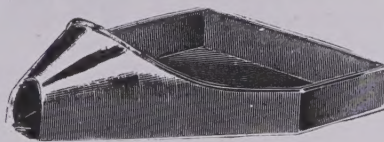
**WE HAVE** A. C. motors ¼ h.p. to 60 h.p., shafting, hangers, pulleys, belting, bucket elevators, screw conveyors, elevator legs, heads and boots; galvanized iron bins and hoppers, reels, scalpels, aspirators, roller mills, grinders 20 ton Columbia Scale; 12' Howe batch mixer and other machinery. At sacrifice prices. Mill Equipment Co., 319 W. Chicago Ave., Chicago, Ill.

**MACHINES FOR SALE**

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**FOR QUICK SALE**—Used 32" Double Runner Sprout-Waldrone Attrition Mill, 2-40 h.p. Westinghouse Motors—3/60/220-440 volts; complete electrical controls, \$850.00 f.o.b. cars Iowa shipping point. In good condition. J. C. Kintz, Cedar Rapids, Iowa.

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**FOR SALE**—Good used 20 ft. 20 ton Fairbanks-Morse truck scale; complete with beam. Wilson Grain & Coal Co., Rochester, Ind.

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Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors, 25 to 100 H.P., 1200 to 3600 R.P.M. Write for stock list and prices. Expert repair service. V. M. NUSSBAUM & CO., Fort Wayne, Indiana.

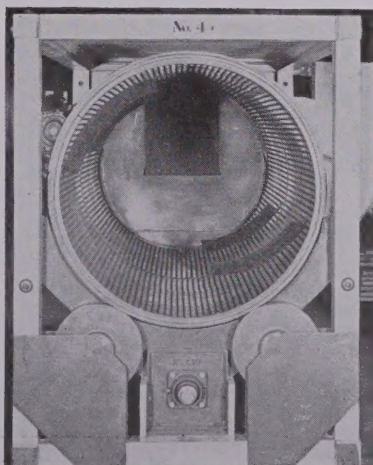
**THE WANTED-FOR SALE DEPARTMENT** of GRAIN & FEED JOURNALS is a market place where buyer and seller, employer and employe, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

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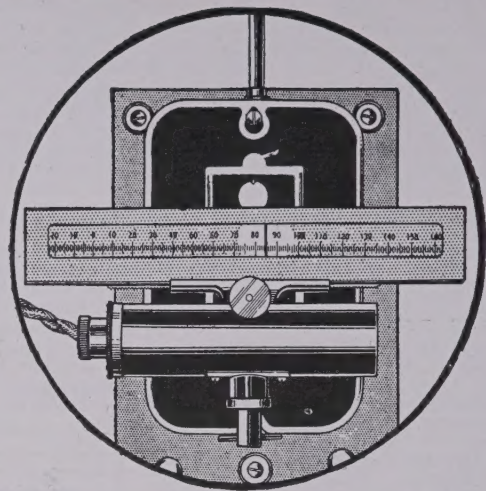
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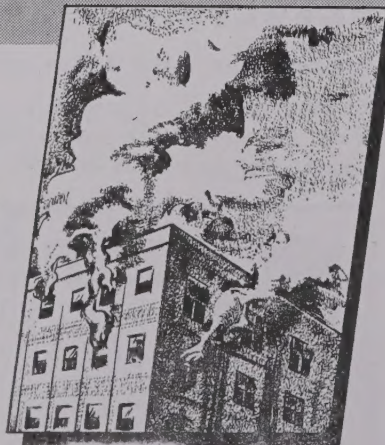
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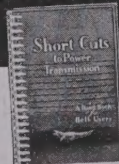
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Every plant should have a supply of Alligator steel belt lacing on hand. Twelve sizes for flat belts of all types up to 5/8" thick. Special lengths for wide belts. Also made in "Monel" and "Everdur." Order from your supply house.

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**ALLIGATOR**  
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**STEEL BELT LACING**



# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
**GRAIN DEALERS JOURNAL**  
Established 1898

**AMERICAN ELEVATOR &  
GRAIN TRADE**  
Established 1882

**THE GRAIN WORLD**  
Established 1928

**PRICE CURRENT - GRAIN REPORTER**  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

**THE ADVERTISING** value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., December 11, 1940

**BURGLARS** are continuing their raids on isolated country grain elevators. One way to foil the marauders is to leave nothing of great value in the elevator office over night.

**THE EXCESS** moisture in the new corn of some sections is working the driers overtime and doubtless any damp corn placed in storage will be most welcome to hungry weevil.

**GRAIN MERCHANTS** of Indiana have suffered so many losses by reason of forged checks, some are now equipped with finger printing equipment that helps the Indiana police to locate quickly the offending forger.

**COUNTRY BUYERS** who cultivate friendly relations with their competitors seldom find any excuse for overbidding the market. The selfish buyers who have no consideration for their fellow merchants are always ready for a scrap and do more harm to their own business interests than to others.

**THE REBUILDING** of country elevators recently burned and the continuation of the old firms in the business is far more encouraging than the suspension of many firms by fire losses recorded in our news columns five years ago.

**THE HIGH WINDS** of November 11th damaged hundreds of elevators in Minnesota, Wisconsin and Michigan as well as in other states as is reflected by a list of the losses suffered by Michigan dealers in our news columns this number.

**CORN GROWERS** are not pleased with the storage conditions accompanying the government's loans on the 1940 crop, so it may be that the volume of C.C.C. loans on stored corn will shrink materially before the present crop moves to market.

**READERS** who are engaged in the grain business will find the convictions of Iowa dealers at Des Moines last week more than interesting. The perusal of the discussions and addresses published in this number are worth the time of every grain dealer.

**A TEAR GAS BOMB** in the safe of an Osage, Iowa, grain company recently sent the yeggmen scampering. Evidently they suspected the safe was connected with the manager's house and did not wait to explain the cause of the explosion when the manager arrived.

**PUBLICATION** of grain arbitration decisions should be accompanied by a complete statement of facts, not to enable others to criticize the ruling, but to help them to comply with trade rules, and avoid controversies. A bald statement that negligence was not established, without more, has no educational effect.

**ELEVATOR OPERATORS** who have occasionally made a thorough inspection of their plant before leaving it for the night have discovered so many fire hazards that they are now diligently inspecting the entire plant every night, because they are convinced it is one sure way of reducing the number of mysterious midnight fires.

**THE MANY** notices appearing in our news columns of increased power installations show conclusively that country elevator operators are not only installing improved machinery for grinding, mixing, cleaning and washing grain, but they are preparing for an increased volume of business in every department; hence, larger power units are necessary.

**THE INSTALLATION** of grain cleaning facilities in country elevators during the present year has established a new record and gives convincing proof that shippers are not pleased with the heavy discounts earned by their dirty grain in central markets. Screenings do not have the value of clean grain and naturally depreciate the value of any shipment with which they are mixed.

**PLAIN BEARING** head drives are directly responsible for more cupola fires than any other known cause and that is why vigilant operators find so many hot bearings on their last round of inspection before locking the plant for the night. Antifriction bearings not only reduce the power requirements of a plant, but also reduce friction, fire hazards and the cost of lubrication.

**THE YEAR 1940** will long be remembered as a year for the construction of storage annexes to country elevators. Western Canada line elevators have already provided storage room for over seventy-seven million bushels in addition to the large capacity of their country elevators and the elevator operators of the surplus grain states of the U. S. A. have also provided many commodious annexes for additional storage.

**THE SURPLUS** stocks of wheat and corn held in the U. S. A. would command a most pleasing price anywhere in Europe, but the belligerents are unwilling to let any of their opponents import any of it if they can prevent it. Argentina has an excessive surplus of corn and Canada has almost enough wheat to keep all Europe from going hungry. When peace is declared, ocean going vessels of any kind will be kept busy trying to feed the starving nations. In the meantime, all Europeans must go hungry.

**THE WAGE** and hour law leaves too much to interpretation by the Administrator, and should be amended to make it so explicit that businessmen could safely go ahead on their own interpretation of the language of the Act. Bureaucratic rulings that a business concern must pay back wages for three years to certain men who never were in its employ would not be possible in a law so clearly worded that the employer either on his own motion would pay the amounts in the first place or not be liable.

**FORTUNATELY**, for the country elevator operators, the old ten ton wagon scale is obsolete and no one will now consider the installation of any scale of less capacity than twenty tons. The cost of the extra capacity is not forbidding, but with the larger scale and a long scale deck, the owner can weigh the largest trucks with a feeling of assurance that his weights are correct. The continued use of the small capacity scales, in spite of the heavily laden trucks now congesting the public highways, not only insures unsatisfactory weights, but occasionally results in accidents which makes the owner liable to drivers of heavy trucks for injuries and damages. The grain buyer without modern weighing facilities is inviting losses. Many who continue to use the small capacity scales post a large notice in the entrance to the scale platform warning drivers of heavily laden trucks against driving on to the scale platform.



THE WOOD SHINGLES and lap siding so commonly used in covering grain elevators at the beginning of the century are now seldom found anywhere. The mutual companies specializing in grain elevator risks grant such an attractive credit on elevator policies for modern fire-proof protection for these plants that the improvements cost the owner nothing and earns him an annual dividend after the cost of the installation is paid.

HERE'S a new liability! A customer's truck recently damaged the elevator of a Breckenridge, Mich., grain company. No insurance against wandering trucks was carried by the property owner. If all states refused to issue licenses to any owner of a truck or passenger car who did not carry insurance against damages to the property of others or the injuries to bodies of others, then all the drivers would exercise greater care in hope of keeping down the cost of such insurance.

THE PROPOSED changes in the federal standards for grading oats and rye which were published in the 2nd November number of the Journals seem to meet with the approval of the trade, as no objections have yet been made public. Hearings are being held and if grain merchants find anything wrong with the proposed changes, they should make their objections known promptly so that full consideration can be given to the defects in the rules before they become effective on the 1941 crop.

### Curb the Bureocrats

After the solicitor of the United States Department of Agriculture had told them that under the Logan-Walter bill "one farmer who was dissatisfied with any of these regulations could tie up a whole crop program and render it inoperative for the season for which it was drawn," the members of the House of Representatives promptly voted to pass the bill by 176 to 51.

This cheering news that Congressmen are no longer to be led about by bureaucrats like dumb oxen with ring in the nose will be received with gratification by minorities whose rights have been ignored by a tyrannical majority.

Equally cheering will be the deduction that Congressmen suspect that bureaucrats by their interpretations and regulations are going far afield from the intent of Congress when enacting laws.

Merchants in every line of business, including the grain industry, for example, would like definite court rulings instead of the opinions given by wage and hour law administrators, opinions which the directors themselves have not the courage to declare as final. They refuse to be bound by their own opinions; and they can hardly be blamed as the language of the Fair Labor Standards Act leaves too much to administrative judgment.

### Seasonal Exemption for Grain Industry

The prima facie case made out by the grain industry in its original application to the Wage & Hour Division for exemption from the maximum hours provisions of the Fair Labor Standards Act has been more than sustained in the hearings this week at Chicago.

To come within the exemption as granted by the Administrator it was necessary to show that more than 50 per cent of the grain was received for storage during any 14-week period of the year. The representatives of the country, sub-terminal, terminal and mill elevators from all parts of the United States presented voluminous data showing that the peak movement was much greater than 50 per cent of the annual volume. The evidence was not hand-picked to prove the case; if at any point or any peak period the receipts were less than 50 per cent the witnesses so stated.

Fortunately it has been the practice of the grain exchanges to compile accurate daily records of the quantity of grain received. The record alone of receipts at Southwestern markets since 1936 made an exhibit nearly an inch thick. The dependability of these statistics can not be successfully challenged, based as they are on the weights of sworn weighmen of the grain exchanges, and accepted by the carriers in computing freight bills.

An unfair attempt is being made to exclude grain commission merchants from the benefits of the exemption.

The operator of a power shovel scooping the grain out of a car and the clerk in the office of the commission merchant both are equally indispensable to the storage of grain. The clerical work incident to storage is the same in character whether performed by a farmer, a country shipper, an elevator operator or a grain receiver; and there seems to be no sound reason for depriving the commission man of the exemption because paid by the shipper instead of the shipper attempting the impossible task of doing it himself.

No operator of a grain elevator should be deprived of the exemption because he is also engaged in the business of grinding wheat into flour. Many so-called "mill" elevators do a public storage business on a large scale.

While one federal authority thru its loan program is piling up work on the commission merchant another authority, the Wage & Hour Division, would be put in the position of making it more costly for him to perform this service for the agricultural community.

THE CONDITION of winter wheat in the Southwest and in the Pacific Northwest continues to improve much to the consternation of the active members of the Crop Killers Union.

### Modern Concrete Elevator at Salt Lake City, Utah

Utah does not have a large population, but its rich valleys generally produce enough food grains to take care of its own citizens. The current year it is credited with producing 500,000 bus. of corn, 4,828,000 bus. of wheat, 999,000 bus. of oats and 2,590,000 bus. of barley. To prevent the members of the Latter Day Saints Church suffering from the want of food, the Welfare Committee of this organization erected a modern reinforced concrete elevator of 315,000 bus. capacity to provide facilities for thoroughly cleaning and storing sufficient supplies of food grains to protect its members from scarcity and want.

The new elevator is composed of a workhouse 92 ft. 2 in. by 48 ft. 2 in. and 176 ft. 3 in. from the first floor. The basement has an 8 ft. ceiling.

Each of the six cylindrical bins of the storage annex is 20 ft. in diameter and 116 ft. deep. Between these large bins are six interstice bins and at the ends are four outside pocket bins. The cupola over the storage annex is equipped with a 30 in. rubber belt conveyor equipped with a self-propelling tripper for delivering the grain to any storage bin desired. A 24 in. rubber belt in basement carries grain back to boots of legs in workhouse. Both the conveyor belts are driven by silent chain drives. Floor fittings have been installed in the bin floor slab for the future installation of the Zeleny Thermometers for testing the temperature of grain in store.

The commodious track shed on one side of workhouse, like the truck receiving shed on the opposite side of the house, is constructed of structural steel covered with corrugated iron. Under the track shed is a receiving pit 12 ft. deep from which grain is taken by a conveyor belt to one of the 6,000 bus. elevating legs in the workhouse. The pit under the truck shed on the opposite side of the house is 10 ft. 6 in. deep and grain from it is carried direct to the receiving leg in its side of the house.

All spouts throughout the house are dust tight. The bins of the workhouse are cut in two horizontally about half way up the bin story so as to provide a cleaning story with a 16 ft. ceiling. In this story is installed a warehouse separator, a disc separator and a Great Western wheat washer.

On the working floor beside each of the legs is a cylindrical dust tight mixing bin, each one of these bins receiving grain from five hoppers bins and one of these mixing bins receives screenings from the screenings bin.

The truck shed contains a large Fairbanks Morse truck scale with a scale deck 28 ft. by 10 in. Grain is carried from the receiving pits to the elevator boots by 24 in. rubber belt conveyors.

On the mezzanine floor of the first story is a modern grinder. The commodious office for the foreman on the first floor adjoins a fire-proof switchboard room. A Richardson automatic sacking scale is on the working floor.

Sixteen Westinghouse motors of 225 h.p. are of enclosed dust proof type.

The house is well equipped to control dust and remove it at all points of accumulation. Day Dual-Clone collectors receive grain from the cleaning machines and from the suction system which includes a No. 40 exhaust fan direct connected to a 20 h.p. motor. Suction hood connections are provided at the boot of each leg and to the conveyor belt discharges from the storage tunnel, the car unloader pit and the truck dump pit. An additional connection was provided beneath the unloading platform over car pit for improving the dusty condition of the track shed. The receiving belt over the storage bins is equipped with a suction hood on the bin floor and four sweeps are installed at all floors throughout the workhouse and the

[Concluded on page 490]



# Hearing on Overtime Exemption of Grain Handling Industry

An overwhelming mass of factual evidence was presented at the Chicago hearings of the Wage & Hour Division proving conclusively that the grain industry receives more than 50 per cent of its annual volume of grain into store during the 14 weeks' period of the year, therefore exempting the industry from the payment of wages at the overtime rate of time and one-half.

The hearing was conducted at the Hotel Chicagoan, Dec. 9 and 10 by B. D. Seeley, senior exemption examiner, assisted by E. L. Warren, senior industrial economist, Julius Coen, inspector, and Mr. Elson, attorney.

F. PEAVEY HEFFELFINGER, Minneapolis, chairman of the National Grain Trade Council, outlined the testimony that would be presented.

FRED G. SMITH, in charge of inspection efficiency of the Agricultural Marketing Service of the U. S. D. A., said a study of inspected receipts shows that the movement is generally seasonal in character. "Figures compiled by months of the 1939 crop movement show that locally the movement is more seasonal than indicated by averages of the nation as a whole. The local peaks are greater than the national peaks and the local peaks occur at different times."

Corn is a little less seasonal than wheat. In 1932, the peak in corn began in May. Oats is fairly uniform, with the peak in July. Sorghum is much like corn. Barley is a seasonal movement.

At Baltimore, 68.8% moved in 3¼ mos. on account of high moisture content.

E. H. SEXAUER, Brookings, S. D., sec'y-treas. and general manager of Geo. P. Sexauer & Son, operating 27 country elevators, and president of the Grain & Feed Dealers National Ass'n, having 600 direct and 4,000 affiliated members, said that 95 per cent of the country elevators are fully exempt by Sec. 13 and the Administrator's definition of "area of production." About 5 per cent of the elevators may be covered because they employ more than 7 persons.

Sidelines in 1930 were less than 10 per cent of the country elevators' business.

Many of the country elevators have asked us to apply for this seasonal exemption. They are in a difficult competitive position with the man across the street employing 7 or fewer employees.

The country elevator would be more seasonal than the terminal. Each and every part of the industry is essential to the other parts.

A great part of the grain received goes into the government loan. Practically all the grain goes to market during the seasonal period. Not to exceed 25 per cent of the grain taken into the country elevator is owned by the elevator.

E. C. HILLWEG, sec'y Minneapolis Chamber of Commerce, said: We have the largest terminal storage capacity of any market in the United States.

"The combine and the truck have accelerated the delivery of grain to the country elevator. In recent years a greater percentage of the receipts have gone to terminal storage for the farmer must have a warehouse receipt on which to obtain a government loan, which entails a great deal of detail work, placing an additional burden on the terminal markets.

"The movement of grain has become definitely seasonal in the past 4 years."

Mr. Hillweg placed in the record several statistical tables on the receipts of grain during the year and during a 14 weeks' period, in 1938 52%, in 1939 48% and in 1940 for 10 months, 55.9% being received in the 14 weeks.

One list of elevators in 1939 received 54% of the grain during 14 weeks.

"Our samplers are idle most of the year but are kept on the payroll all the year.

"A trained personnel is required to conduct the terminal grain industry. The kinds and grades of wheat to be stored exceed 100, making it difficult to find a place for a particular car. Twelve or fifteen farmers will share the ownership of a single carload shipped in for loan, and each farmer requires a separate certificate."

F. A. THEIS in reply to Mr. Seeley defined a country elevator as "one that receives grain mostly by truck and wagon-load in less than carloads and is located on the railroad right of way."

"A sub-terminal elevator is one located intermediate between the country elevator and the terminal elevator, such as at Amarillo, Enid and Lincoln, Neb. A sub-terminal elevator is so closely akin to a terminal that it is difficult to differentiate, except that it is located at an interior point.

"Terminal elevators are those located at concentration points, centrally, receiving grain in carload lots. The definition accepted by the C. E. A. made the segregation along that line. Terminal elevators are those located at market centers where prices are registered for that territory. The rate-break is another point defining the terminal."

J. A. MULL, Minneapolis, of the Van Dusen-Harrington Co., operating 8 terminals of 15,000,000 bus. capacity, and representing the Terminal Elevator Grain Merchants Ass'n, said that from Buffalo to the Pacific Coast and from Canada to the Gulf the figures show that well over 50 per cent of the receipts are received during the period of 14 weeks. The crops reach the terminal in much less time than in former years.

When established the work week was 56 to 60 hours; now 40 hours.

In Minneapolis, 54 to 70% of the annual receipts arrive in a space of 14 weeks; in Duluth over 60%; in Louisville, Ky., 51% in 1938 and 62% in 1939. In Chicago, 6 elevators received 70% in 14 weeks and 6 others 57%.

Mr. Mull described in detail how grain is unloaded by the employees consisting of superintendent, assistant to superintendent, foreman, grain expert, weighers, cleaner operator, oilers, engineer, fireman, and shed crew. When we need help we ask the union. The larger elevators keep their basic crews thru the year. Spoutmen are employed by elevators that ship by water. We work during the rush period on Sundays. We have to increase our help 10 to 20%. We have 15% more payroll during the rush period.

L. M. BETTS, Washington, D. C., manager closed car section of the car service division of the Ass'n of American Railroads, said, "Our interest is in the prompt release of cars at destination. The annual movement of grain in the West is the largest requirement of box cars."

"We receive information as to the prospective crop. We have to have 25,000 to 40,000 cars in advance for the southwestern winter wheat movement. With the combine harvester in use it is exceedingly difficult to provide sufficient cars. Our peak ownership of cars was in 1925. It is now 35% less.

"The shippers' advisory com'ites keep us informed. The co-operation of the grain trade has been a life-saver for the railroads. The government loan program has had a serious effect on the railroad business. Wichita in 2 months received 69.6 per cent of the total year's receipts; Hutchinson, 63.8 per cent."

WALTER R. SCOTT, sec'y Kansas City Board of Trade. "Kansas City is one of the larger concentration points. I also represent the Omaha Grain Exchange, St. Joseph Grain Exchange, Salina Board of Trade, Wichita Board of Trade, Hutchinson Board of Trade, Denver Grain Exchange, Enid Board of Trade, Amarillo Grain Exchange, Fort Worth Grain

& Cotton Exchange and Galveston Cotton Exchange and Board of Trade.

"The capacity of the country elevator to handle the crop is very limited. The flour mills are the heaviest buyers at the start of the movement.

"In 1936, 1937, 1938 and 1939 the average production of wheat was 286,000,000 bus. annually, and the average receipts were 232,000,000 bus., 80% moving into the terminals. The terminal markets are the most important factor in handling the crop, and their commission merchants are a very large part of the business of handling the crop.

"In 1936, 70% of the wheat received in 9 southwestern markets arrived in a 14-week period; in 1937, 73%; 1938, 61%; 1939, 68%."

H. CLYDE MORTON, Hutchinson, Kan., of the Farmers Co-operative Commission Co., representing the Farmers Elevator Ass'n of Kansas, said 14 terminal elevators of 19,545,000 bus. capacity in Kansas had 6.07 men employed in normal times and 23.3 men at peak of movement. In the office 5.4 normally and 7.6 at peak.

In a 14-week period in 1938, 71.2% was received; in 1939, 71.7% and so far in 1940, 76.8%, actually unloaded into the elevators.

E. R. HUMPHREY, Enid, Okla., sec'y Oklahoma Grain & Feed Ass'n, representing the Southwest Terminal Elevators, presented tabulated statement on the receipts of grain unloaded into elevators.

At Salina in 14 weeks of 1937 crop year there was received 52.2%; in 1938, 51.7%; and in 1939, 82.4%, unloaded into elevators.

The Enid Terminal Elevator Co. in 1937 received 53.6%; in 1938, 70.97%, and in 1940, 81.25%.

The Union Co-operative Equity Exchange in 3 years handled 8,078 cars in the 14-week period, and 5,356 cars the remainder of the year.

Four concerns having 7 employes normally had a peak of 32.7 men in 1937. In 1938, 9 normally and 31 at high point; in 1939, 8.7 and 30.5 men.

Mr. Humphrey presented evidence compiled by the Texas Grain & Feed Dealers Ass'n, for calendar years, from country, sub-terminal and terminal elevators showing a heavy percentage of receipts in a 14-week period.

A. H. KRUEGER of the Millers National Federation, quoted statistics of production to show that of a 10-year average of 754,000,000 bus., 558,572,000 bus. or 57.1% was sold during a 3 months' period. He said the harvesting and marketing of wheat is largely seasonal. "Machine harvesting, movement by trucks and improved roads have contributed to speeding up marketing, making an extra demand on employees during the harvest season. Wheat handlers and flour millers are obliged to accumulate wheat during the harvest movement.

"It is our contention that the grain handling industry is within the seasonal exemption."

FRANK A. THEIS, Kansas City, Mo.: I am appearing here as a representative and chairman of the Kansas City Terminal Elevator Ass'n and representative of the Terminal Elevator Grain Merchants Ass'n and chairman of the Kansas City Joint Terminal Grain Com'ite.

Our firm and its predecessors operated the Milwaukee Elevator at Kansas City for 35 years from 1904 to 1939 until economic conditions made it impossible to make any money out of the business.

This industry is definitely engaged in the storage of surplus grain. At the present time the elevator capacity at terminals in the Southwest is 105,000,000 bus. and of flour mills 33,000,000 a total of 138,000,000 bus. In the United States there is 1,200,000,000 bus. of com-

[Continued on page 489]



## Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

### Reducing Wage to Minimum?

**Grain & Feed Journals:** We have in our employ some employees whom we are paying over the minimum hourly wage. Could they resign and we hire them over again at the minimum?—F. & B. Co.

**Ans.:** Nothing in the law prevents a reduction of pay to the minimum.

If an employer reduces the rate of pay for the purpose of working overtime without paying time and one-half as required by the law, it is a violation of the law, according to an opinion given by the general counsel of the Wage & Hour Division, published Oct. 19, 1939.

### Would Deferred Shipments Boost Prices?

**Grain & Feed Journals:** If country grain dealers neglected shipping any grain to central markets the last week of each calendar month, what would be the effect on market values in those markets?

Would the speculators who had contracted to deliver grain the following month get the jitters?—F. & M. R.

**Ans.:** Assuming that the grain held by country shippers was hedged it would be immaterial whether the grain was shipped; except that a shortage of spot grain due to holding back the cash commodity would increase the premium of the spot over the future.

### Application of Wage and Hour Law?

**Grain & Feed Journals:** In regard to area of production our towns are all under 2,500 but we get grain every day further away than 10 miles. Do I understand that any one who works for me that handles grain that comes over 10 miles must come under the act? If so I would think there would be very few elevators that didn't get some grain further than 10 miles.

Also in regards to handling coal, all of our coal is sold at retail; however, about 25% of the coal we handle comes from Illinois, a little from Arkansas but most of it is from Missouri. Our entire coal business is not 5% of our business. Do the men who handle coal from out the state who deliver this coal for us here in town come under the act?

If we get corn from out of the state, put it in elevator and later sell it out to feeders and deliver it by truck to them, do these truckers come under the act? What about the man who makes corn chop that is sold at retail from this Iowa corn? If we ship in a car of cottonseed meal from Arkansas what about the men who unload that into our warehouse?—H. H. Green M. & E. Co., Pattonsburg, Mo.

**Ans.:** A man handling grain coming from a distance greater than ten miles is under the Act. This is not in the law, but in the administrative interpretation. Under the Logan, Walter Act passed in November by the Senate and awaiting the President's approval, it would be easy to get a court interpretation of the reasonableness of the administrative ruling. Our own opinion is that since the horse and buggy days are over, a country grain elevator should have a greater scope than ten miles in which to perform service for its agricultural community. In these days of motor trucks and concrete highways, a farmer can haul his grain forty miles as easily as he could formerly haul four miles with team and wagon.

Men unloading coal from out of the state are under the Act. Men delivering coal at retail are not under the Act.

The corn from out of the state having come at rest in the elevator, its interstate character changed; and the men subsequently trucking to feeders are not under the act.

Men making corn chop out of interstate corn are exempt as the corn comes to rest and changes its character in manufacture, in our

opinion. A court ruling is needed to clarify this point.

Men unloading a car of cottonseed meal from Arkansas are under the Act.

### C. C. C. Corn to Reach 675 Million

Washington, D. C.—It now appears as tho about two-thirds as much corn may be sealed this year as was sealed in 1939-40, or about 200 million bushels. In this event, the total amount sealed for loan and owned by the Commodity Credit Corporation next April 1, would be about 675 million bushels. Last April 1, about 560 million bushels were so held, but by the end of the marketing year this quantity was reduced to about 475 million bushels.

The farm price of corn on Oct. 15, was near or a little above the loan rate in most of the corn belt area east of the Mississippi River, but was generally somewhat below the loan rate in the Western Corn Belt States. In Iowa the farm price on Oct. 15 was 9 cents below the loan rate, and in Minnesota the farm price was 12 cents below the loan rate. In addition to the loan on 1940 corn, a storage payment of 5 cents is available to farmers resealing 1938 or 1939 corn for one year and 10 cents for resealing their old corn for 2 years.—U. S. D. A.

Australian investigators discovered some years ago that weevil in wheat containing 8% or less moisture will die. In wheat containing 9% moisture they lie dormant; at 10% or more they breed normally. Australian wheat resembles West Coast wheat in type and character.

### CCC Wheat Loans Total 263,236,849 Bus.

The Commodity Credit Corporation announced Dec. 6 wheat loans totaling 263,236,849 bus. valued at \$190,082,541.59 for the week ending Dec. 3, 1940. This compares to a total storage of wheat on the same date last year of 161,925,398 bus. valued at \$113,392,504.39.

The Corporation also reported on barley and rye loans made to Dec. 3 showing 6,364,039 bus. of barley valued at \$2,029,574.39; rye 3,376,316 bus. valued at \$1,267,642.66.

Wheat loans by States follow:

State	No. Loans	Farm Storage Bus.	Warehouse Storage Bus.	Amount
Ark.	30	.....	12,677	\$ 9,407.47
Calif.	38	34,095	95,726	88,208.98
Colo.	4,242	884,503	2,309,714	2,103,072.11
Del.	3	.....	1,625	1,327.13
Idaho	3,891	1,613,431	5,121,805	3,597,448.14
Ill.	26,948	638,190	12,040,545	10,127,499.74
Ind.	11,206	295,112	3,153,212	2,668,416.35
Iowa	5,174	396,163	2,322,041	2,023,984.14
Kans.	65,334	7,640,938	39,128,260	33,478,275.56
Ky.	1,275	.....	494,710	377,659.92
Md.	113	.....	55,617	39,466.36
Mich.	1,450	222,529	149,707	258,721.47
Minn.	24,978	2,750,266	6,941,543	7,652,199.06
Mo.	20,817	311,091	8,359,803	6,515,053.22
Mont.	23,974	7,063,335	18,935,375	18,197,583.70
Neb.	32,385	5,059,824	9,853,545	10,800,780.24
N. M.	439	69,009	344,970	294,660.25
N. D.	85,643	7,594,884	45,347,317	40,166,141.84
Ohio	12,180	355,748	3,663,122	3,217,444.29
Okla.	31,179	2,412,838	18,059,180	14,679,462.39
Oregon	2,030	703,206	4,741,223	3,186,490.69
Penn.	478	.....	123,526	92,090.25
S. D.	39,452	2,670,963	10,486,895	9,840,999.74
Tenn.	857	.....	273,667	214,507.85
Texas	19,569	1,505,872	17,127,481	13,674,252.43
Utah	476	637,262	201,968	413,776.50
Va.	623	.....	176,754	134,478.30
Wash.	3,828	1,214,683	8,926,359	5,729,027.65
W. Va.	24	.....	9,687	8,354.04
Wis.	1	172	.....	115.24
Wyo.	798	323,560	381,121	491,636.54
Total	419,935	44,397,674	218,839,175	\$190,082,541.59

### Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Jan. 13, 14. Northwest Retail Feed Ass'n, Hotel St. Cloud, St. Cloud, Minn.

Jan. 27. Farm Seed Group of the American Seed Trade Ass'n at the Palmer House, Chicago, Ill.

Jan. 27, 28. Indiana Grain Dealers Ass'n, Columbia Club, Indianapolis, Ind.

Jan. 28, 29, 30. Farmers Grain Dealers Ass'n of Iowa, Savary Hotel, Des Moines, Ia.

Feb. 4, 5, 6. Farmers Grain Dealers Ass'n of North Dakota, Grand Forks, N. D.

Feb. 18, 20. Minnesota Farmers Elevator Ass'n, Hotel Radisson, Minneapolis, Minn.

Feb. 19, 20. Pacific Northwest Feed Ass'n, Inc., New Washington Hotel, Seattle, Wash.

June 9, 10, 11. Society of Grain Elevator Superintendents, Minneapolis, Minn.

Fertilizer increased wheat yields to 41.43 bus. per acre, from 27.14 bus., in tests made by the Sutter County, California, Agricultural Extension Service. Deducting material costs the net gain ranged from \$4.27 to \$5.22 per acre.—F.K.H.

### R. E. Miller Chosen Omaha President

Under the rules of the Omaha Grain Exchange its president is selected by the Board of Directors, who recently chose R. E. Miller to fill this office for the ensuing year.

Mr. Miller is well qualified by long experience and ability to administer the affairs of the Exchange. During his thirty years in the grain business he has been identified with the Updike Grain Corporation, of which he is now vice-president.

For the past twenty years he has been a member of the Omaha Grain Exchange.



R. E. Miller, Omaha, Nebr., President Omaha Grain Exchange.



# The Grain Commission Merchant Essential to Efficient Marketing

[From address of J. F. Leahy, Kansas City, before Western Grain & Feed Ass'n at Des Moines.]

Iowa offers a reliable testing ground of the friendly relationship between producers and distributors. Here we find a thorough understanding of efficient operation of marketing agencies and to me it is significant that Iowa grain men continue to seek the services of commission firms for the sale and storage of grain. I accept this as proof that you are satisfied with the manner in which we have protected your interests.

Commission men, as a class, are not overly optimistic today. There have been casualties in our ranks during the past few years, and fewer firms are now in business. Perhaps an easy solution of our problems would be to charge the entire blame to government interference, and that undoubtedly accounts in large part for our troubles, but we frankly admit the inroads made by uncontrolled truckers, by shifts in surplus and deficit areas, and by drouth in certain regions. Some of these troubles are the natural dividends of economic forces. All business men have such problems and they may be anticipated, but we sometimes find it difficult to meet issues that are forced upon us by governmental action, and it is here that our complaint is necessarily the most vigorous. Within reasonable limits man can cope with economic conditions; he is not always able to prepare for events resulting from government intrusion, or encroachment in his business, and yet we know that in the near future we must consider the possibilities of further expansion of government activity in our trade and in other industries.

WE REALIZE that emergencies caused by political upheavals abroad are being felt in the Americas. Our people cannot escape some of the inevitable effects of the World War now in progress, and, as you know, one effect has been an increase of centralized government. Here in the United States it is firmly believed that the end of the emergency will find a continuance of free democratic principles, but during that emergency we may lose some of the privileges demanded and enjoyed in peace times.

This is not to be construed as an admission that dictatorship, or anything approaching it, is necessary here to oppose dictatorship abroad. On the contrary, we feel the time is opportune for democracy to demonstrate its superiority over dictatorship, even though democracy submits temporarily to voluntary discipline.

So long as there is dislocation in world trade and we cannot market our surpluses, there will be a demand for production control, coupled with surplus control. Our trade has a system geared to the combination of both domestic and export marketing of products. Export markets for certain grains have all but disappeared, and are available only as government subsidies are paid. Surpluses must be reduced by less production or stored as reserve supplies, even as unnecessary or burdensome reserves. Naturally either alternative will require a change within the present marketing structure. It is the possibility of this change which is disturbing to the grain industry and which threatens us with serious losses.

AS THE GOVERNMENT accumulates stocks under the loan or storage program, the volume of grain normally moved through commission merchants is correspondingly reduced. As production is curtailed, our volume of business shrinks. It is a natural law of economics that only a slight reduction in the volume of any business will often mean the difference

between profit and loss. In addition to lessened production and the stopping of reserve supplies short of terminal markets, there is an added handicap for commission men in the government's procedure of moving corn from country points to terminal storage without recognition of the commission men and use of their services.

For nearly two years the Federation of Commission Merchants has urged that government agencies make use of our facilities in shifting millions of bushels of corn from country to terminal storage. This grain which the government controls and handles is not owned by the producer, and the matter of disposition is one entirely between the government and the marketing and warehousing trade. The interest of the farmer is not involved except to such an extent as this method may eventually affect values.

EARLY IN OCTOBER commission men were granted a hearing in Washington. This was just one of the many trips made to our nation's capital, and three days were consumed in conference with a special committee consisting of heads of several governmental agencies. This committee heard evidence submitted by us in support of a plan which we considered feasible and economical, whereby commission men would handle accounting and mechanical details incidental to storing government grain at terminals. Recital of facts pertaining to the position of commission merchants was rather lengthy, and we believe that every phase of our business was pictured in a manner that impressed the members of this committee. We still await a decision as to our fate. We have not abandoned hope that when decision is made it will be favorable; if otherwise, then commission merchants will indeed find themselves in serious difficulties.

We are confident that government agencies have no desire to force us out of existence. They admit that it is essential for commission firms to remain in business for the protection of the country shipper, and, of course, that protection extends to the producer, so we refuse to harbor the thought that our government, during this tense time of national and international affairs, will cripple necessary industries.

COMMISSION MEN, as a group, have not opposed the Agricultural Adjustment Act, nor the loan program which is a part of that Act. We believe that we could live under its terms, given an administration that considered the well-being of all elements of the industry connected with the operation of the program. Surely no part of the grain industry is closer to the producer than are commission merchants and the country elevators they serve.

In the interest of the producers our contribution has been to improve so far as possible his economic position by building up and maintaining a competitive market which lowers the cost of handling grain from the farm to the consumer, and no better system has been devised or suggested.

Through our contact with the National Grain Trade Council in Washington, and through other agencies, our Federation of commission men keep in touch with the developments of national programs as they affect our business. As matter of comment, and in no sense as a definite prediction, let me summarize some of the ideas that we have at the moment:

First: There is a growing fear among producers and their representatives that the Congress of 1941 will be less generous in voting parity payments and other benefits to agriculture. As we read the news, this fear is based upon the probability that next year Congress

will be called upon for huge additional defense appropriations, and there follows the necessity of increasing various tax rates and that items other than for national defense may be more carefully scrutinized. We do not profess to know what Congress will consider in the way of parity payments, but we realize that a cessation of appropriations would create an immediate demand for some other means of stabilizing agricultural prices. We can only guess as to the direction these demands will take.

A second movement is under way and this is for control of minimum payments to producers through the medium of crop loans, probably as an extension upward of the present loan basis.

A third proposal is also being considered: The certificate plan, which means processing taxes to apply on certain crops. Should appropriations for parity payments be refused, we can expect a very definite renewal of efforts by supporters of these plans. There is nothing to indicate abandonment of the present Agricultural Adjustment Act; any new legislation for agricultural benefits would merely come as an adjunct to the Act. Bear in mind, please, these are merely opinions, based on the news.

AS DEFENSE PREPARATIONS broaden we will hear much of food costs and of spreads between producer and consumer, and attacks will, undoubtedly, be made upon middle-men. We commission men are frequently called middle-men, but the economic toll which we take in handling of food products is very small. Sometimes I wonder if anyone believes that the winter wheat, produced in our great Southwest, in surplus quantities, attains its full value as wheat before it is delivered to processors for milling.

The wheat farmer harvests in four months the grain that goes into breadmaking for twelve months, so a large percentage of the grain is stored for future use. Stocks must be kept in good condition, buyers must be found for any and every quantity. The farmer wants his money at harvest time, so someone must carry the surplus until it is needed, and assume the risks inherent in that function.

The man who hauls the grain to primary markets, the country elevators at those markets, the railroads, the terminal elevators, the mills and commission men, and the investors who assume the price risks of grain from harvest season to time of consumption, all serve a useful purpose. No one, not even the farmer, has



J. F. Leahy, Kansas City, Mo.



any claim to creation of entire value in the product, all combine to give it ultimate value in the economic sense.

**TEAM WORK IN MARKETING** and processing provides for the American farmer the greatest grain marketing system in the world; a market where grain quotations and information are available to the public at any hour of the business day, where prices reflect supply and demand. A market where values fluctuate less than do the prices of some agricultural commodities under different marketing methods.

At his country elevator the producer can learn the local price of grain, and from his newspaper or radio he can get current terminal market prices. It is easy to compute the difference and learn the amount required for transportation, selling, storing and merchandising his product. As part in this service to the producer, the commission man keeps his country customer constantly informed of market values and conditions.

Commission men still call themselves "cash" grain commission merchants, but that term is now a bit misleading. Many of us have become agents for the storage of grain shipped from the country and upon which it is intended to take government loans. More and more we are commission storage agents, less and less cash grain salesmen. In some of our markets the greatest part of our business this past year was the placing of grain in terminal storage for our country customers. This usually means that part of the grain is later sold from the elevator, and not over our tables, resulting in further loss of expected revenue.

To handle this business requires as many employees as before, and more time and effort, because carlots are frequently stored in the names of a number of prospective borrowers. The detail work on each car is multiplied by the number of persons holding interest, but

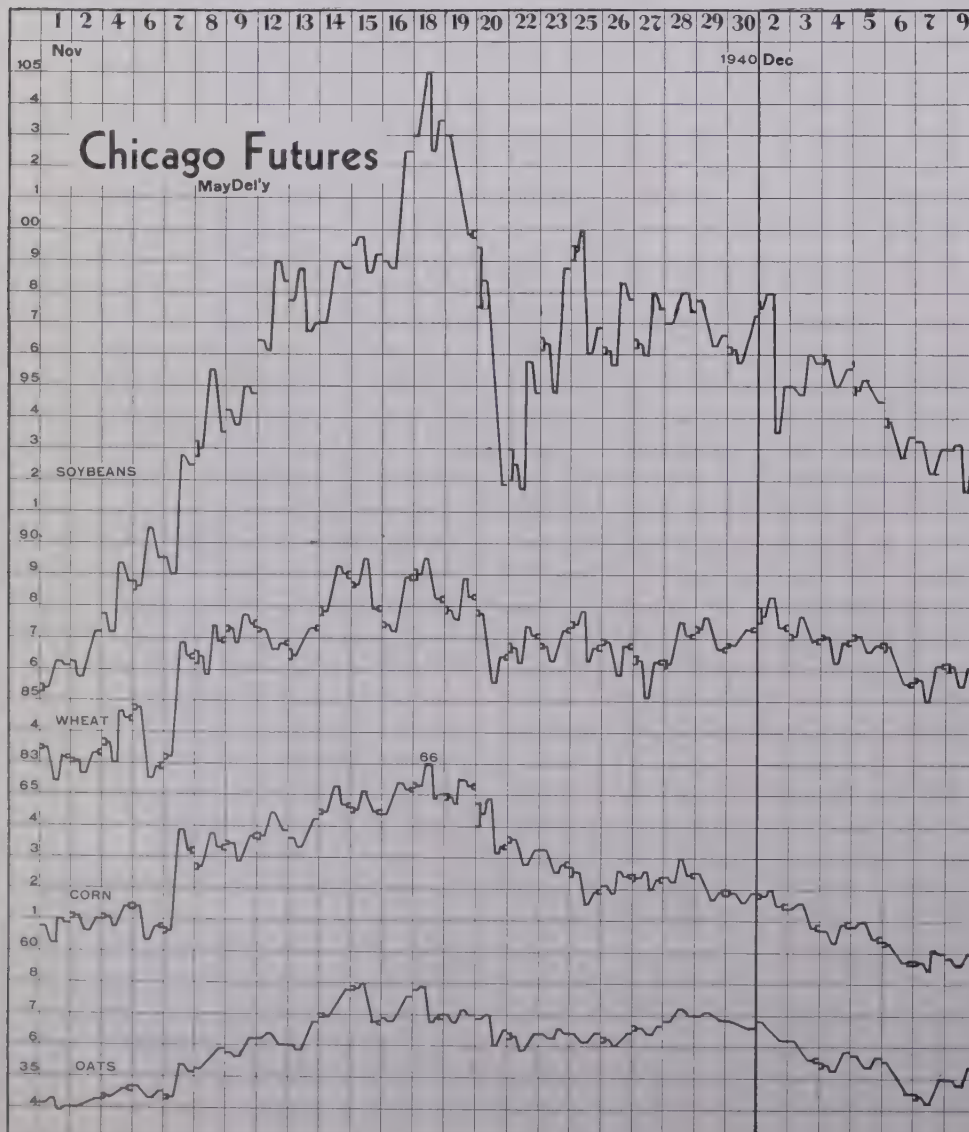
with no increase in revenue to the commission firm. The rush of this grain into terminal storage demands heavy overtime during the harvest, and here we are met with increased costs under the Wages-Hours Act.

OUR ANNUAL VOLUME of commission

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for December delivery at the following markets for the past two weeks have been as follows:

	Option		Nov. 27		Nov. 28		Nov. 29		Nov. 30		Dec. 1		Dec. 2		Dec. 3		Dec. 4		Dec. 5		Dec. 6		Dec. 7		Dec. 8		Dec. 9		Dec. 10	
	High	Low																												
<b>Wheat</b>																														
Chicago	110½	68¾	87½	89¼	88½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½
Winnipeg	79½	71½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½	72½
Minneapolis	88½	66½	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾	84¾
Kansas City	84¾	62¾	81½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½	82½
Duluth, durum	80	63	76½	75½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½	76½
Milwaukee	90½	68½	88	89¼	88½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½	89½
<b>Corn</b>																														
Chicago	67½	53½	63½	63½	63½	62½	62½	62½	62½	62½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½
Kansas City	61	51	59¼	59½	58½	58½	58½	58½	58½	58½	57½	57½	57½	57½	57½	57½	57½	57½	57½	57½	57½	57½	57½	57½	57½	57½	57½	57½	57½	57½
Milwaukee	65¼	53½	63½	63½	63½	62½	62½	62½	62½	62½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½	61½
<b>Oats</b>																														
Chicago	39½	27½	38¾	39¼	39¼	39¼	39¼	39¼	39¼	39¼	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½
Winnipeg	34¾	25¾	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½	33½
Minneapolis	35½	24½	34¾	35½	35½	35½	35½	35½	35½	35½	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾
Milwaukee	39½	27½	38¾	39¼	39¼	39¼	39¼	39¼	39¼	39¼	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½	38½
<b>Rye</b>																														
Chicago	50½	38½	44¼	44¼	43¾	43¾	43¾	43¾	43¾	43¾	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼
Minneapolis	46¾	36½	43½	43½	43¾	43¾	43¾	43¾	43¾	43¾	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼
Winnipeg	49½	39¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾	46¾
Duluth	45¾	42¾	43½	43¾	43¾	43¾	43¾	43¾	43¾	43¾	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼	44¼
<b>Barley</b>																														
Minneapolis	43	33½	42	42¼	42¼	42¼	42¼	42¼	42¼	42¼	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43	43
Winnipeg	48½	30½	44½	44½	44½	44½	44½	44½	44½	44½	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45	45
<b>Soybeans</b>																														
Chicago	107¼	67	99½	99½	99½	100½	100½	100½	100½	100½	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼	98¼
Canada Exchange	.....	.....	87	87	87	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½	86½



business is decreasing and our costs increasing. This old scissors movement will cut off more of our firms if continued. You country shippers need these commission firms, not just a few, but enough of them to assure keen competition at terminal markets in the selling of your grain. Remember, please, there is a possibility that in some years a crop loan might not be required because price levels would be high enough to approach parity. In that event, it would be necessary that there be commission merchants in the markets to represent seller against buyer.

We believe and hold that it is important for our government to see that commission firms are maintained, both for their present and future worth to producers and consumers, and be not displaced by agencies of the government. Therefore, we have asked for recognition in marketing operations, at a reasonable rate of remuneration, and with entire justice to the national economy.

Today we express the hope that you country elevator men of Iowa, and other agricultural states as well, will join with us in this application to government agencies for inclusion of commission merchants in their program of moving grain from primary points to terminal storage.

Representing the Federation of Cash Grain Commission Merchants' Associations, I urge your greater interest in this immediate economic problem of your terminal market agents. We have put up a good fight against the extermination of our business, and shall continue to battle for our rights. You can help us by supporting our position, and actually help yourselves because of your need of our services.

The Italian ship Leme unloaded 2,000 tons of wheat at the Kerr-Gifford elevator, Portland, the last week in November. The wheat was to have gone to Italy, presumably transhipped from there to Switzerland, but the ship, out over the Columbia River, was only a few hours when Italy entered the war in Europe, turned around and came in at Astoria where it stayed a few weeks and then came to Portland. Freight of \$25 per ton had been paid; there was a government subsidy on the wheat, around 25 cents per bushel at the time of the shipment.



## Hearing on Overtime Exemption of Grain Handling Industry

(Continued from page 485)

mercial storage capacity. This information has been compiled by diligent effort of the Grain Trade Council.

Mr. Theis offered statistics from 45,000,000 bus. capacity of public elevators at Kansas City using state weighing department figures.

One table showed for Kansas City by months the amount of wheat unloaded into all terminal elevators for calendar years. In 1937, 60,744,950 bus. was unloaded, of which 47,161,200, or 77.63%, in the three heaviest months of July, August and September. In 1938 of the total 62,004,000, 40,840,000 or 65.86% was unloaded in the three heaviest months. In 1939 out of 50,318,200 unloaded during the year 37,463,400 bus. was unloaded in the three heaviest months. For 11 months of 1940, 46,558,800 was unloaded, 36,815,400 being handled during three heavy months, or 79.07%.

All grains, including wheat above, totaled 69,838,650 in 1937, 72.10% being unloaded in the three heaviest months; 73,363,150 in 1938, 58-182,500 and 56,301,200 for 1939 and 11 months of 1940, the percentages of maximum unloading being respectively 61.28, 66.63, and 67.03.

At Omaha the unloadings during the peaks ranged from 52% to 75%.

At St. Louis the Checkerboard Elevator unloaded 60.8% in the 14 weeks' period. Norris Grain Co., 72.3%, the Continental Grain Co. 68%, and one elevator 100 per cent in 11 weeks.

"None of the information we have collected has been withheld."

Mr. Theis submitted a tabulation for each day from June 26 to July 22, 1939, of the number of cars on hold tracks, received the preceding 24 hours, ordered the preceding 24 hours, unloaded, loaded out, and on hand at mills and elevators awaiting unloading. During this time 25,054 cars were unloaded, against total receipts of 50,343 cars for the year.

From July 1 to 31, 1940, at Kansas City, also, a daily report was submitted, showing receipts of 26,541 cars in that time, against 43,581 for the entire year, the month accounting for 61 per cent.

"We alleviated the situation by loading grain into over 1,000 bad order box cars for temporary storage.

"It is necessary in the peak movement to take on extra men and to work overtime. In my own business we have employed 45 at the peak, at present 19, in the elevator.

"We have had as many as 24 certificates split from one carload of wheat, adding to the responsibility and work on account of the loan program.

"One of the points brought out in our negotiation with the union in 1937, prior to the passage of the Fair Labor Standards Act, was the recognition of a 3-months' rush period, that 'A seasonable rush period shall not exceed 14 weeks.' The workers in our industry have always recognized a rush period."

J. F. LEAHY, Kansas City, Mo., pres. of the Kansas City Board of Trade, and partner in the Clay-Leahy Grain Co., and pres. of the Federation of Cash Grain Commission Merchants of 9 markets, said the commission firms are an integral part of the movement of grain from the farm to terminal. The mechanical and accounting work has been multiplied for the commission merchant in arranging for storage.

Without the commission merchant it would be impossible to unload the flood of grain and return the cars to the country.

"In 99 cases out of 100 we have no knowledge of the name of the shipper and obtain that from the local railroad office. With increasing frequency the shipper desires storage and the commission merchant must find a place for it. It would be impossible for the shipper

to bill the grain direct as he would not know that the elevator was in a position to receive. The shipper does not even know the names of the elevators.

"After we find storage a written order is given the railroad and the B/L surrendered. A letter is then written to the elevator and to the shipper, giving him the grade and the elevator. In a few days we pick up the weight certificate, pay the freight and the fees for weighing and inspection. The wheat now requires an individual receipt for each owner of grain in the car, each having a weight certificate and grade certificate to be acceptable for a loan, copy of protein certificate, and a tonnage legend in lieu of an original freight bill.

"In addition we must allocate to each lot in the car its share of the fees, freight and commission. In most cases we send the receipt to the local bank with our draft; and our outlay is outstanding until our draft is paid. We include in our draft the charge for loading in the country, if any. This does not cover all the services we perform on loan wheat. We have a remnant that we sell and remit to the several shippers of the carload. To some this remnant may be worth 3 cents and it costs us a 3-cent stamp to mail it.

"Even the smallest commission firm must employ clerical help. The clerical work becomes heavier with increased movement. We commission men are an important factor in the industry.

"Over 50 percent of our consignments are placed in store for the owner to obtain a warehouse certificate for a loan.

"We get one-half cent per bushel for putting wheat in store for a loan, which is about \$7.50 per car. If we sell it out at a later date we get another one-half cent.

"The future business is no longer a factor in the commission business."

FRANK C. BELL, Omaha, Neb., pres. of the Bell-Trimble Grain Co., and of the Omaha Cash Grain Men's Ass'n: The function of the cash grain commission man in Omaha is practically identical with that in Kansas City as described by Mr. Leahy.

We definitely are an important factor in placing the grain in storage. Our employees are experts in this work. We keep them on the payroll 12 months of the year, to have them. Our men have more idle time at full pay than they work overtime in the peak season. Eight hours is the normal day.

G. F. KLEIN, Chicago, Ill., office manager for Lowell Hoit & Co., said he had been with the firm 19 years and the firm had been in business over 40 years. He also represented the Cash Grain Commission Merchants Ass'n of the Chicago Board of Trade. "Chicago may be considered an overflow market. We found that 54 per cent of all grain received by the commission men was within 14 weeks. We are a part of the grain industry performing the function of placing the grain in store.

"In our own office we had in 1938, 50.9%, 1939 57%, 1940 51.9% (in order to complete the full year we took in November of the year preceding). For the three years 1938 to 1940 we had 53.27%."

E. S. FERGUSON, Minneapolis, Minn., president of the Chamber of Commerce, vice pres. of the Kellogg Commission Co., and representing the Grain Commission Merchants Ass'ns of Minneapolis and Duluth. "We have outlying points 75 to 200 miles at the forks of railroads to Minneapolis and Duluth. Grain is entitled to holding at these outlying points. To hold at Glenwood for example for inspection and orders. We order the cars from the hold point to the elevator in Duluth or Minneapolis.

"We do not go home at night until every car has been accounted for to our shippers by crediting his account or sending him a check. The courts have held that we enter the chain of title when we get B/L indorsed to us. If the shipper did not have clear title we have to

make good to the real owner. We have full authority as to who shall receive that car from us. We distinctly are engaged in the storage of grain.

"Flaxseed moves in more seasonal proportion than other crops.

"Thirty years ago storage was not 5 per cent but since last August storage has been 65 per cent of our business."

EDWARD J. KASMAREK, Chicago, vice pres. of the Illinois Grain Corporation, an affiliate of the Illinois Agricultural Ass'n, comprising 107 farmers elevators and 45 Illinois county farm bureaus: We operate as a strictly commission company. If you do not include the grain commission men in your exemption you will have failed to recognize the function of the grain commission merchant.

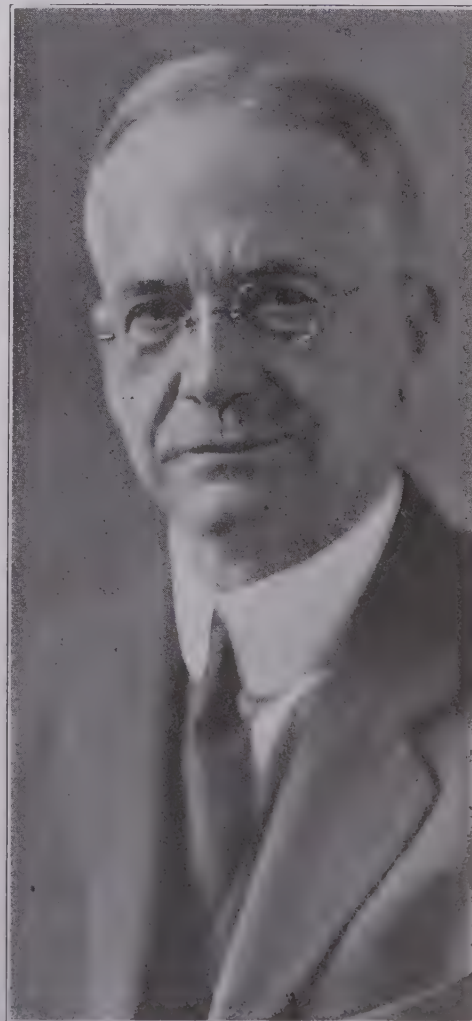
H. B. LEE, Fostoria, O., sec'y-treas. Ohio Farmers Grain Corporation, said the area of production interpretation was making trouble for him, as most county seats in the state had over 2,500 population, and a dealer in such a town had to comply with the wage and hour act

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## Former Chicago Board President Passes

John A. Bunnell, president of the Chicago Board of Trade in 1909, and again in 1926, 1927 and 1930, died Dec. 9, aged 76 years. He had been ill for several months.

He was born at Brantford, Ont., and came to Chicago at the age of 16. He became the head of Hatley Bros. Co., dealers in packing house products on the Board of Trade.



John A. Bunnell, ex-president of Chicago Board of Trade, deceased.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Boonville, Ind.—Growing wheat is looking exceptionally good for this season of the year, although in some sections the crop is in need of rain.—W. B. C.

Winfield, Kan., Nov. 22.—Have had over 2 inches of slow rain, and still raining; we sure need it. Puts our wheat in excellent condition now.—C. E. Norton, The Norton Grain & Feed Co.

Toeterville, Ia.—Considerable corn and soybeans still standing in fields and much of the soybeans is a loss. August rains caused a 25% shrinkage in our flax crop and loss in quality.—H. D. Mundt.

Gorham, Kan., Nov. 23.—Received about two inches of rain in the past week. Going into the winter with most moisture in 8 years. Feed business best in year.—F. E. Nowak, Farmers Grain & Mercantile Co.

Geary, Okla., Nov. 26.—Ending last night mother nature blessed us with 4.36 ins. of the finest rains one could ask for. The rain fell so slow that virtually none ran off, taking almost a week to fall.—Zobisch Grain Co., V. J. Zobisch.

Petersburg, Ind.—Growing wheat in Pike County is looking quite well for this season of the year, especially in the river bottoms. In some sections rain is badly needed. The yield of corn this year was about up to the average.—W. B. C.

Winchester, Ind., Nov. 30.—We have been buying some corn right along and running our drier night and day for the past two or three weeks. Got caught up today and dealers have about quit selling corn. See a lot of slat cribs, rail pens and other means of holding corn in the country. We hear of a good many yields as high as 50 to 75 bus. to the acre. In our own county best yield was around 118 bus. to the acre, so we are inclined to believe the first estimate of corn in Indiana is a little low.—Goodrich Bros. Co., P. E. Goodrich, pres.

Enid, Okla.—In response to our inquiry for receipts of wheat from June 1 to Oct. 31, 1940, compared to a like period in 1939; we have received reports from 165 country elevators which show a percentage of 83.77 as compared to last year. Figuring this percentage on the government final of 60,438,000, last year, this indicates that the crop this year was 50,629,000 bus. While government reports are taken from a larger number of reporters over the state, still we see no better method of obtaining a figure which will comprise the actual amount raised. We are inclined to believe therefore that the figure which we give is approximately correct for this year. We have heard of estimates from competent grain men of around 48,000,000 for this year's crop.—E. R. Humphrey, sec'y Oklahoma Grain & Feed Dealers Ass'n.

Denton, Mont., Nov. 27.—Montana had one of the best quality wheat crops ever harvested in the Judith Basin, this year. By quality, I mean from every milling point of quality. The wheat ripened evenly and when it was harvested by the combine-harvester method which is used almost 100% now, the wheat was in such perfect condition that every bit of it that was delivered to the elevators was binable without fear of any damage worries. In other words, it was almost a perfect crop from every standpoint. The protein content for the station of Denton will average 14.5% protein straight thru on winter wheat which is about an 85% crop around here and the spring wheat will average around 17% protein. One reason for this being a winter wheat station is that the winter wheat outyields the spring wheat by almost double; besides it gets far enough along before the hot and dry weather in July that it does not suffer, while the spring wheat not being rooted low enough to catch the lower moisture will generally suffer. One more good feature about our winter wheat the past years was that it was generally tough when the grasshoppers got into action, so they would go for the spring wheat which is tender and juicy. Our wheat crop tributary to the Denton station ran close to

900,000 bus. for 1938, 1939 and 1940.—Rocky Mountain Elevator Co., H. G. Ronish, mgr.

## 1941 Crop Outlook

Kansas City, Dec. 10.—Two months with moisture and weather so ideal that there is little to say except that in our opinion we are favored with the most promising fall outlook in at least ten years. Rainfall has been above normal for October and November in almost every section of Kansas and, in addition, the moderate temperature combined with the fact that the moisture came in the form of slow, soaking rains and wet snow has made every drop of moisture conserved and of the utmost benefit, with the result that the soil is in wonderful condition for the plant to develop an excellent root growth and carry through the winter. Even though we did have a short period of low temperature, which came suddenly, the ground was not only warm at the time but also moist, and the cold was of such short duration that we have had only a very few scattered complaints of possible damage, and those not serious.

Seeding was completed before Nov. 1st, and our reports indicate that at least the allotted acreage was planted. More often our reports indicate that seeding has exceeded the allotted acreage, although it may not be left for harvest. However, we are still of the opinion that 13,000,000 acres have been planted.

The plant made rapid growth early and many cattle and sheep have been sent into the state for pasturing, as fields had a luxurious growth and roots developed to such an extent that, with the combination of top growth, excellent stooling and good root development, the usual fear of spring damage from blowing is a small worry at this time. There is not a single section that is lacking in moisture, although some have been more favored than others, so that now we can report only the brightest prospects at this season in many years. We sent out that questionnaire to our agents and the returns indicate the best prospects varying from seven to seventeen years in the western half of the state.—H. L. Robinson.

## Modern Concrete Elevator at Salt Lake City

[Continued from page 484]

storage unit. All dust is dropped in a 1,000 bus. dust bin over the truck dump shed.

The house was designed by the McKenzie-Hague Co. but built under the supervision of the Church Welfare Committee of which Wm. E. Ryberg and Sterling H. Nelson were most active.

A steel ladder on outside walls provides a fire escape from all floors.

See outside front cover page for illustration.

The shake-out in the soybean market did not dislodge many cash beans. Holders generally are still thinking in terms of the dollar price. Elevators carrying beans for farmers on storage report very few of their warehouse receipts have been taken up. There has probably been the smallest spread between the value of bean products and the price of beans at this time of the season ever experienced in the history of the processing industry. So far, all during the season the value of oil and meal has lagged behind the advance in the price of beans.—Baldwin Elevator Co.

## Rye Movement in November

Receipts and shipments of rye at the various markets during November, compared with November, 1939, in bushels, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	246,560	79,160	149,974	.....
Boston	11,000	.....	.....	.....
Chicago	337,000	71,000	175,000	200,000
Duluth	33,680	215,438	324,040	457,985
Ft. William	521,846	1,250,890	676,109	1,243,826
Hutchinson	1,250	.....	.....	.....
Indianapolis	13,500	19,500	51,000	34,500
Kansas City	7,500	37,500	4,500	3,000
Milwaukee	276,304	326,865	69,025	22,590
Minneapolis	453,000	729,000	642,000	708,000
Omaha	2,800	44,800	7,000	29,400
Peoria	63,600	63,600	8,400	4,800
St. Joseph	.....	.....	1,500	.....
St. Louis	1,500	15,000	43,500	25,500
Superior	10,781	163,358	317,701	355,391
Toledo	2,800	9,800	42,000	.....

## Winter Wheat Condition

Chicago, Ill., Dec. 10.—The condition of the winter wheat crop is the best at this time in 17 years, according to the crop experts. The acreage reported sown was 45,692,000. Their reports follow, three ciphers omitted:

	Crop	Acre	Condit.
Galvin	595,000	45,464	87.1
Snow	594,000	45,353	84.0
Cromwell	583,000	46,233	85.7
Donovan	595,000	45,700	.....
Murray	607,000	45,712	85.2
Average	595,000	45,692	85.5
Government—			
Last year	.....	45,014	55.0
Ten-year average	.....	46,996	82.4

The Logan-Walter Bill passed the House Dec. 2 and went to the President who is expected to veto it, as it gives industry an appeal to the courts from bureaucratic autocrats. The law would provide uniform standards of procedure for many quasi-judicial federal agencies, such as the Labor Board, and would expedite court appeals of decisions, orders and regulations of those agencies.

## Oats Movement in November

Receipts and shipments of oats at the various markets during November, compared with November, 1939, in bushels, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	54,697	129,044	.....	.....
Boston	14,000	8,000	.....	.....
Chicago	857,000	930,000	680,000	1,136,000
Duluth	562,453	952,089	695,177	1,849,384
Ft. William	3,356,290	2,975,590	3,305,246	4,446,300
Ft. Worth	62,000	34,000	18,000	16,000
Indianapolis	160,000	168,000	312,000	246,000
Kansas City	130,000	120,000	84,000	84,000
Milwaukee	36,160	42,940	43,700	64,600
Minneapolis	1,534,500	2,117,250	1,476,000	1,476,000
New Orleans	.....	14,491	36,000	19,080
Omaha	56,000	188,000	63,670	205,790
Peoria	124,945	868,000	129,800	466,000
St. Joseph	280,000	140,000	32,000	42,000
St. Louis	150,000	214,000	104,000	148,000
Superior	341,771	742,468	292,108	1,693,291
Toledo	214,200	803,970	218,400	792,025
Wichita	.....	7,500	.....	.....

## Corn Movement in November

Receipts and shipments of corn at the various markets during November, compared with November, 1939, in bushels, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	480,722	851,441	.....	.....
Boston	2,600	290,251	.....	.....
Chicago	8,683,000	8,331,000	5,612,000	8,877,000
Duluth	1,600,950	1,447,906	1,303,556	210,000
Ft. William	1,442	.....	5,107	3,282
Ft. Worth	253,500	16,500	178,500	40,500
Indianapolis	2,001,000	2,542,000	1,495,000	1,825,000
Kansas City	1,290,300	1,713,000	57,000	339,000
Milwaukee	494,450	756,400	50,700	67,600
Minneapolis	1,347,000	4,603,500	676,500	1,650,000
New Orleans	143,202	1,039,457	63,745	109,600
Omaha	808,863	1,582,362	561,400	196,310
Peoria	2,258,900	1,243,057	1,019,400	440,757
St. Joseph	586,500	684,000	282,000	201,000
St. Louis	1,335,000	1,683,000	375,000	988,500
Superior	1,309,316	1,174,504	1,282,039	560,000
Toledo	481,600	1,052,800	327,600	793,400
Wichita	14,300	26,000	3,900	.....

## Wheat Movement in November

Receipts and shipments of wheat at the various markets during November, compared with November, 1939, in bushels, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	2,952,818	5,252,697	219,449	471,161
Boston	.....	420,479	.....	.....
Chicago	490,000	422,000	1,235,000	835,000
Duluth	2,046,050	2,464,258	9,632,342	8,817,726
Ft. Wm.	16,581,530	31,960,088	34,715,473	58,634,172
Ft. Worth	156,800	336,000	280,000	582,400
Hutchinson	567,000	787,050	.....	.....
Indianapolis	103,000	411,000	33,000	304,000
Kan. City	1,388,800	2,268,800	1,461,710	1,917,125
Milwaukee	7,850	.....	75,600	29,460
Minn'polis	3,786,000	4,905,000	1,668,000	1,593,000
New Orleans	.....	9,205	5,501	310,905
Omaha	182,537	438,362	248,270	196,310
Peoria	122,200	39,300	203,100	88,600
St. Joseph	76,800	188,800	310,400	832,000
St. Louis	526,500	640,500	696,000	860,000
Superior	1,400,398	1,022,808	4,836,843	5,599,648
Toledo	529,500	325,935	396,000	244,580
Wichita	732,000	1,053,000	745,500	822,000



## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Decatur, Ill., Dec. 7.—Some corn, is moving, although country offerings are far from being heavy. While growers might not be pleased with the long-term storage feature of the loan program, there is no indication that heavy marketing will take place at prevailing price level. When a fair price can be realized for corn, growers naturally would prefer to sell rather than seal, however, a sharp decline in prices will be the deciding factor for growers to accept the sealing terms. Although, unless money is needed immediately, growers have ten months in which to get loans, instead of four months as in 1939.—Baldwin Elevator Co.

Ottawa, Ont., Dec. 5.—Canadian wheat in store for the week ending Nov. 29 increased 6,036,478 bus. as compared with the preceding week and increased 113,997,828 bus. when compared with the corresponding week in 1939. The amount in store was reported as 464,175,838 bus. compared with 458,139,360 bus. for the preceding week and 350,178,010 bus. for the week of Dec. 1, 1939. Canadian wheat in the United States amounted to 48,468,772 bus., an increase of 3,109,746 bus. over the preceding week when 45,359,026 bus. were reported. Wheat receipts in the Prairie Provinces for the week ending Nov. 29 amounted to 9,680,944 bus., an increase of 173,393 bus. over the revised figure of the previous week when 9,507,551 bus. were marketed. During the corresponding week a year ago the receipts were 7,267,486 bus. Marketings in the three Prairie Provinces for the 17 weeks from Aug. 1 to Nov. 29, 1940, as compared with the same period in 1939 were as follows, figures within parentheses being those for 1939: Manitoba 33,203,936 (48,806,216); Saskatchewan 134,315,135 (197,311,619); Alberta 75,491,543 (102,618,620) bus. For the 17 weeks ending Nov. 29 and the same period in 1939, 243,010,614 and 348,736,455 bus. were received from the farms.—R. H. Coats, Dominion Statistician.

Press reports suggest that plans under consideration include the abandonment of the present commodities loan program and the substitution of a processing tax or of an income certificate plan.

## Soybean Movement in November

Receipts and shipments of soybeans at the various markets during November, compared with November, 1939, in bushels, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	.....	1,828,586	.....	1,346,924
Chicago	1,743,000	3,775,000	474,000	4,760,000
Indianapolis	282,000	252,000	178,500	217,000
Milwaukee	50,760	128,700	.....	.....
Minneapolis	40,500	.....	.....	.....
Omaha	69,000	70,500	.....	.....
Peoria	372,550	291,800	350,850	268,500
St. Joseph	60,000	67,500	.....	10,500
St. Louis	17,600	73,100	36,800	156,800
Toledo	655,500	1,012,500	178,500	163,355

## Barley Movement in November

Receipts and shipments of barley at the various markets during November, compared with November, 1939, in bushels, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	7,968	239,681	.....	.....
Chicago	857,000	1,095,000	247,000	262,000
Duluth	1,488,915	1,018,840	1,381,111	1,047,088
Ft. William	1,701,786	2,470,996	1,494,540	3,506,121
Ft. Worth	6,400	1,600	.....	1,600
Hutchinson	8,750	.....	.....	.....
Indianapolis	1,500	.....	1,500	.....
Kansas City	44,800	38,400	9,600	14,400
Milwaukee	1,945,540	1,410,400	711,875	453,925
Minneapolis	2,937,600	3,571,700	3,570,000	3,383,000
Omaha	16,441	36,800	21,300	29,168
Peoria	238,200	242,000	137,400	196,800
St. Joseph	.....	5,250	.....	.....
St. Louis	118,400	182,400	19,200	28,800
Superior	539,133	280,514	683,555	791,764
Toledo	16,800	101,345	2,800	101,495
Wichita	2,600	.....	2,600	.....

## Food and Drug Law Regulations

Albert I. Kegan spoke on the food and drug law at a recent meeting of the mid-west section of the American Ass'n of Cereal Chemists at Chicago.

Mr. Kegan, who is qualified both as a lawyer and chemist, presented the requirements of the Food and Drug Law to the members in a most unusual manner, emphasizing the fact that neither the man who is exclusively a chemist nor exclusively a lawyer can properly interpret these regulations.

He said: If a drug manufacturer wishes to put on the market in interstate commerce a new product it is necessary for him to obtain permission from the government before doing so. In order to obtain that permission he must submit sample and complete specification of the product. It was Mr. Kegan's opinion that the time may come when the same procedure will apply when new types of food are introduced.

The food and drug law goes a long way toward increasing the control of private business by government, and it was Mr. Kegan's opinion that the trend will increase in that direction in the coming years. He anticipated increased activity on the part of the Food and Drug Administration especially with relation to publicizing their activities in a manner similar to that which is practiced by the Federal Trade Commission at this time.

## Corn Area and Allotment for 1941

Secretary of Agriculture Claude R. Wickard has announced a 1941 commercial corn area consisting of 623 counties in 15 states, and a 1941 corn allotment of 37,300,000 acres.

This allotment for 623 counties compares with a 1940 allotment of 36,638,000 acres for 599 counties. The 1941 allotment for the 1940 commercial corn area is the same as that for 1940, the difference between the 1941 and 1940 allotments being represented by the acreage allotted to 24 new counties in Eastern states for 1941. Officials pointed out, however, that this does not mean that all state, county, and individual farm allotments in the 1940 commercial area will remain the same, since state and county allotments reflect trends in corn planting and farm allotments reflect changes in farming operations.

The 1941 commercial corn area will contain 24 counties in Pennsylvania, Maryland, and Delaware, in addition to the 599 counties included in the 1940 area. The new counties were brought into the area when their corn production reached the requirements specified in the Agricultural Adjustment Act.

The commercial corn area includes all counties which have produced an average of at least 450 bus. of corn per farm and four bus. of corn per acre of farm land during the past 10 years.

State and county corn allotments will be announced in the near future, and individual farm allotments are expected to be distributed by county AAA committees soon after Jan. 1.

The national acreage goal for corn will be the same as the goal of 88 to 90 million acres in 1940. This national goal includes the acreage outside the commercial corn area, where corn is grown largely for home use, plus the allotment in the commercial area where the nation's commercial corn is normally produced.

The corn carryover on Oct. 1, 1940, is estimated at 701 million bushels, of which approximately 475 million bushels is stored under loan on farms or owned by the Commodity Credit Corporation. This compares with a 10-year (1930-1939) average carryover of 255 million bushels.

In arriving at the allotment, some allowance was made for the steady increase in corn yields that has characterized the last few years. The national average yield for the last four years has been approximately five bushels per acre higher than in the preceding five years. This is attributed to the use of hybrid seed corn and improved machinery.

## Chicago Board to Vote Dec. 20 on Important Amendments

Members of the Chicago Board of Trade will vote Dec. 20 on five amendments to the rules.

**Petition No. 1** is intended to eliminate special assessments by requiring members to pay fees on trades, as follows:

**On Futures Transactions:** (Except on scratch trades)

- ½ of a cent per 1,000 bushels of grain.
- 5 cents per 50,000 pounds of lard.
- 5 cents per 30,000 pounds of dry salted clear bellies.
- 5 cents per 60,000 pounds of cottonseed oil.
- 5 cents per 100 shares, or proportionate amounts per share, on securities.
- 5 cents per \$1,000 on bonds.
- 2½ cents per 50 bales of cotton.
- 5 cents per contract on other commodities.

**On Cash Transactions:**

There shall also be paid on each and every carload, truckload, cargo and barge load handled under the Rules and Regulations of this Association, the following fees:

- 10 cents per carload, or part thereof, on any of the commodities dealt in by members of this Exchange.
- 5 cents per truckload of grain.
- 5 cents per 1,000 bushels on cargo lots of grain.
- 5 cents per 1,000 bushels on barge lots of grain.

**Petition No. 2** concerns the delivery of warehouse receipts on future contracts, and includes the provision that—

Warehouse receipts deliverable on future contracts shall in every case carry the notation that the maximum charge for unloading and loading grain shall not be in excess of one (1) cent per bushel, which charge shall include ten days' free storage, and that the maximum charge for storage shall not exceed 1/30th cent per bushel per day on wheat, corn, rye, barley, and soy beans, and shall not exceed 1/40th cent per bushel per day on oats. Warehouse receipts deliverable on future contracts shall also have endorsed on the face thereof that the warehouseman shall pay any insurance premium in excess of thirty cents per \$100 of value, and shall also have endorsed thereon that transit tonnage has been applied against the grain represented by the receipt, in conformity with the rules and regulations of the Association.

**Petition No. 3** amends Rule 295 to provide

"Grades.—A contract for the sale of grain by grade shall be performed on the basis of the grades officially promulgated by the Secretary of Agriculture as conforming to United States Standards at the time of the making of the contract, provided, however, that deliveries on future contracts shall, in addition, meet such quality requirements as may be provided for by Regulation 1803."

**Petition No. 5** specifies the differentials at which various grades of grain and soybeans may be delivered on contract.

**Petition No. 7** defines the responsibility of a warehouseman in the Chicago market as to the application of billing against grain tendered on futures contracts, and creates a "Bureau of Transit Billing Supervision."

## Open Interest in Future Deliveries

As reported by the C.E.A. for wheat, corn, oats and rye, and by the Board of Trade Clearing House for soybeans the open interest in all futures on the Chicago Board of Trade recently has been as follows, in 1,000 bus.:

	Wheat	Corn	Oats	Rye	Soybeans
Aug. 3	80,359	22,134	9,571	16,427	1,778
Aug. 10	82,082	22,982	10,061	16,734	2,390
Aug. 17	80,492	22,585	10,131	16,515	2,781
Aug. 24	77,384	22,927	10,164	16,075	2,906
Aug. 31	70,137	22,470	10,403	15,469	2,963
Sept. 7	60,516	22,779	10,560	14,290	3,010
Sept. 14	59,707	22,075	10,961	13,962	3,038
Sept. 21	58,871	19,176	10,132	14,601	3,168
Sept. 28	58,175	19,454	10,115	14,316	3,331
Oct. 5	57,283	19,641	10,119	14,273	3,531
Oct. 11	56,279	19,516	10,192	14,558	4,321
Oct. 19	55,539	20,287	10,392	14,562	5,273
Oct. 26	55,850	20,811	10,382	15,014	5,976
Nov. 2	54,629	22,070	10,466	15,107	6,477
Nov. 9	55,877	22,771	10,380	14,860	7,180
Nov. 16	54,534	24,088	10,560	14,794	7,150
Nov. 23	56,038	25,156	10,658	14,951	7,356
Nov. 30	55,726	24,765	10,380	14,144	6,975
Dec. 7	55,891	24,864	9,978	12,674	6,851



# World's Largest Grain Elevator

Dominating a city of docks, warehouses, and railroad yards at the Port of Albany, 143 miles up the historical Hudson river from New York City, is the 13,500,000 bu. elevator operated by Cargill, Inc., the world's largest grain storage and transfer elevator.

The elevator was built by the Port Commissioners of Albany, N. Y., following a design laid down by Cargill, Inc., which signed an agreement for its operation before construction began.

The Port of Albany, once its harbor was completed, had many advantages to offer Cargill, Inc. It had a port and docks where ocean going vessels could load with export grain. It was located suitably for unloading barges navigating the New York State Barge Canal from Buffalo and Oswego. It had long reaches of flat river bottom land for convenient placing of railroad tracks and concrete highways. It had six trunk line railroads reaching in every direction and a 25-mile Port Terminal railroad connecting with them; and endless miles of paved highway to provide both rail and truck transportation to the many thriving centers thru the grain consuming New England states. Well out of the time consuming congestion of metropolitan New York yet the center of a 250-mile-wide area that holds nearly one-third of the population of the country, it had a natural advantage to attract trade thru every form of transportation.

The elevator was designed around the idea of doing business by any method the customer elected, and of utilizing whatever form of transportation gave the most efficient and dependable service, cost considered. Accordingly it is equipped with a large receiving pit and a car dumper for unloading box cars, with pneumatic tubes to suck grain from barges or ocean steamers, with loading spouts for both cars and trucks, with conveyor galleries and loading spouts for ocean carriers, with both large and small bins for storing large quantities of many

varieties of grain, with fast handling legs and conveyors, with efficient and dependable scales, and a long list of grain conditioning machinery.

The elevator was built on low land filled in along the river bank from the dredging operations conducted over a period of six years by U. S. government engineers to deepen 28 miles of the Hudson river below Albany to the required depth of 27 ft. at mean low water to provide dependable clearance for ocean carriers, and to provide a safe harbor 35 ft. deep for the Port of Albany where formerly the river's bottom was only 12 ft. below its surface.

A solid foundation was created for the elevator by driving an endless number of piles over an eight-acre area 250 ft. from the edge of the dock, where the footing was found secure, and the elevation stood 18 ft. above the average water stage.

The elevator spreads out in a huge structure of inter-connected storage bins and tanks that completely cover the site. The central part of the structure is the workhouse, where are located the receiving scales, and main elevating legs. Conveyor galleries and tunnels over and under the double rows of tanks thru the middle and at each end of the structure, and over and under sloping roofed sections, protect conveyor belts that connect with elevating legs in the main head house.

The sloping roofs cover large flat-bottomed storage areas in which only well-conditioned grain is stored. The grain is dropped close to the inside wall and fans outward as it piles higher and higher. The sloping roof, built up from sheets of  $\frac{3}{8}$  inch steel, welded together, and supported on steel cables, follows the natural slope assumed by the grain piled in the huge bins.

The 250 ft. between the dock and the elevator is spanned at each end by long conveyor galleries for loading boats and barges. Barge loads and boat loads of grain are unloaded onto conveyor belts in tunnels by means of pneumatic tubes which reach into the holds of barges to whisk their contents away in a hungry suction like a super vacuum sweeper. The air stream created to make the vacuum is exhausted in huge collectors to flow the grain it picks

up onto the conveyor belts that pass underground to reach the main headhouse in the elevator. The eight pneumatic tubes are supplemented with two marine legs.

A conveyor gallery stretching along the dock for a considerable distance has many dock type shipping spouts to reach the holds of ocean steamers. Dock space is available to berth two large steamers for loading at a time.

Carloads of grain are received or shipped in yards on the inland side of the elevator. For unloading a mechanical car dumper picks up a loaded car, forces out its grain doors, and tips it sideways and endways to drain its contents in a fraction of the time that would be necessary with manual labor and power shovels.

Loading spouts reach loading tracks near the carload receiving pit for quick loading of outbound cars.

The elevator is an engineering feat in that its fast handling legs and conveyors are so arranged that loading and unloading operations for any form of transportation may be carried on at the same time without interfering with each other. The barge unloading capacity is 50,000 bus. per hour, the ship loading capacity is 150,000 bus. per hour.

The 13,500,000 bu. Port of Albany elevator is the eastern terminus for the far-flung system of Cargill, Inc., storage and handling facilities for protecting and moving grain from the producing areas of the middle west to the thickly populated consuming centers in the industrial east.

Much of the grain stored and handled thru the Port of Albany elevator comes from the plains of the Northwest, or from western Canadian provinces (where handled in bond). It is transferred from railroad cars to lake carriers at the head of the lakes and moves over the Great Lakes from Duluth or Chicago and other lake ports to Buffalo elevators. Here it is transferred thru Cargill houses to railroad cars again, or to barges that are towed thru the locks in the New York State Barge Canal to enter the Hudson river at Troy, N. Y.

Cargill, Inc., is in the transportation business along with the grain business. On the Great Lakes it has its own steamers, on the New York State Barge Canal it has its own barges, on the highways of the New England States it has its own trucks. But its transportation facilities are incidental to its grain business which

[Concluded on page 505]



The 13,500,000 bus. Port of Albany (N. Y.) Elevator Operated by Cargill, Inc.  
(See Page 505)



# Handling Sealed Corn; Wage-Hours; Feeds and Seeds Studied by Western Convention

A variety of subjects to enlighten its mixed membership of grain, feed, and seed dealers appeared on the program for the 41st annual convention of the Western Grain & Feed Ass'n, held in the Fort Des Moines Hotel, Des Moines, Ia., Dec. 3, 4 and 5.

Subjects discussed included government corn shipping, and storage contracts, inspections and grading of loan corn, movement of corn to and from steel bins, fumigation, seed cleaning and treating, a proposed seed law, feed questions and answers, and others that sprang to life under the prodding questions of convention delegates. An open forum policy prevailed throughout the convention. At most sessions officials of agencies supposed to know the answers were on the rostrum for the specific purpose of answering questions. Sometimes they did this satisfactorily, sometimes they did not. In either case they maintained an open-minded, round-the-table attitude of cooperation which held hope of success in ironing out differences.

This spirit was most marked in the first business session, held in the ballroom of the hotel Tuesday morning, and devoted to an open forum on the government's corn loan program.

## Tuesday Morning Session

PRESIDENT HUGH HALE, Royal, presided. On the rostrum with him were Allan Sawyer, and C. M. Hunter, of the Commodity Credit Corp. office in Chicago; W. B. Lathrop and Pete Bowers, of the corporation's Kansas City office; Ed Ellison, from the Iowa Agricultural Adjustment Administration Com'ite, Des Moines, and Steve Wilder, Cedar Rapids, chairman of the Grain & Feed Dealers National Ass'n's country elevator com'ite.

RAY SPATZ, Des Moines, Iowa Motor Vehicle Registration Division, warmly welcomed the delegates, but not losing this opportunity to mention Iowa's law for control of itinerant trucker-merchants. Registrations under this law have increased, he said, but the law needs more teeth.

## Sec'y Thiele's Report

SECY DODD THIELE, Des Moines, in a field report, made a brief recapitulation of activities of the Western Grain & Feed Ass'n during the last year, but dwelt on none of these in order to save time for the C.C.C. corn loan forum. He pointed out that the ass'n has stayed in close touch with the grain dealers in the state thru local meetings; that it has kept them informed on wage-hour regulations as information on these developed; that it has acted as an arbitrator between county A.A.A. com'ites and grain dealers; that it has cooperated with the feed and seed divisions of the Iowa Department of Agriculture, with the Iowa Warehouse Commission, and with the Iowa Motor Vehicle Registration Division; that it fostered a feed school in cooperation with the Iowa College of Agriculture; that it initiated reduced freight rates on grain which are expected to be effective soon. He urged close cooperation between the dealers thru their ass'n as an aid to economic recovery.

## 1940 Corn Loan Program

STEVE WILDER introduced the C.C.C. and state A.A.A. com'ite officials sharing the platform.

C. M. HUNTER of the Chicago C.C.C. office, opened the way for questions when he explained a change in C.C.C. loan policies effective on the 1940 corn crop.

Farmers taking out loans, he said, are being required to sign papers covering three years of storage on the farm, tho they are given the option of making delivery at the end of two years. The three-year provision eliminates necessity for resealing corn cribs at the end of

one year, thus saving clerical work in keeping records, which he described as "quite a chore."

The loan rate made available under the new policy is 61c per bushel, and the deadline for taking out loans on 1940 corn has been extended to Sept. 30, 1941. This extension from the Mar. 31 closing date in effect in previous years is expected to avoid the last minute rush of applications for loans that have piled up in C.C.C. offices in previous years.

Provision is made in the new program whereby a landlord or a tenant may deliver his corn to the C.C.C. after one year of storage in sealed cribs if cause justifies delivery. Such cause would be sale of farm, change in tenants, closing of estate and similar situations which may arise in individual cases.

EARL GALBRAITH, Sac City: What would be the procedure if a landlord changed tenants and the tenant wanted to deliver his share of the preceding corn crop at the end of one year?

MR. HUNTER: The tenant could make delivery at any time upon 30 days written notice to his county A.A.A. com'ite. Present instructions advise that delivery after one year may be made in August, September, and/or October, and on 30 days prior written notice. Such corn delivered by a tenant must have been sealed before April 1 of the preceding year.

ED ELLISON, state A.A.A. com'iteman: Landlords and tenants should make separate applications for loans on their respective shares from the crop. When both go on a joint note the procedure becomes complicated should either wish to make separate delivery of his share.

MR. HUNTER: The new program allows no storage charges for corn in sealed farm cribs. Instead the loan rate is raised to 61c per bushel, with delivery optional after two years.

QUESTION: Why does it take so long for the C.C.C. to honor elevator invoices for charges?

ALLAN SAWYER, C.C.C., Chicago: The heavy volume of invoices has held up prompt payment because clerical help was not sufficient to handle them. We have had some trouble checking country elevator invoices because the reporting forms were inadequate. Inquiries about these invoices are now being handled as rapidly as possible and checks are going forward in better order.

Overages on shipments made on C.C.C. instructions are being held up until any lot of corn in storage is finally cleaned up with individual elevators. Strict government procedure requires the elevator operator to put in a claim for his overage, but we are hoping to develop a back-door procedure which will permit us to notify shippers of overages, and speed payment of claims. There have been cases in the past where checks were issued for overages, but this practice has been discontinued and overages are now held in suspense.

Storage charges on all corn in store after July 1 must follow the Uniform Warehouse Agreement. This agreement takes precedence over any previously existing agreement between the C.C.C. and a country shipper.

QUESTION: Many tenants do not know until January whether they will continue for another year on the farm they operate. How can they seal their corn when the closing date for loans is in the preceding September?

MR. ELLISON: Landlords and tenants must come to some understanding about continuance of loans, or of the farm operation before the closing date.

LELAND MILLER, Cedar Rapids: What provision has been made to cover unloading of

steel bins when the corn in them must be shipped?

MR. HUNTER: County A.A.A. com'ites have authority to negotiate with elevator operators for removal of corn from steel bins. They are allowed 2½c per bu. for such removal and loading of the corn into cars, and get ½c per bu. for their supervisory expense. Separate checks are to be made out, by the C.C.C., according to these instructions, one for the 2½c paid to the elevator operator, the other for the ½c allowance for the county A.A.A. com'ite. Both checks are sent to the A.A.A. com'ite which makes delivery of the elevator's check. Elevator operators present their bills for charges for unloading the steel bins to their local county A.A.A. com'ite with report Form 27.

Not much corn has been delivered from steel bins so far. The 2½c charge is a uniform allowance in the separate contracts being offered grain dealers by the county com'ites.

Form H, the contract between an elevator and the C.C.C., allows 2½c for taking corn over scales and into elevators and loading it into cars. Form H does not provide for unloading steel bins and has nothing to do with steel bin storage, or unloading.

MR. MILLER: If an elevator unloads steel bins for a county com'ite can it be held responsible for the grade of the corn shipped?

Mr. Ellison: The warehouseman has the right of appeal on grades.

Mr. Miller: But you can not appeal when you don't know the original grade of the grain you shipped until three months after it has been unloaded at the terminal.

(Webster and Table county shippers reported they had received no grade returns from county com'ites on corn shipped several months ago, and that they were unable to issue warehouse receipts on the corn involved because this information was lacking.)

MR. MILLER: Why should an elevator be bound to a difference of opinion on the grade when all the elevator does is take the corn across its scales, and run it thru the elevator into cars? The elevator is given no chance to use its own judgment in grading the corn, the corn is unloaded before grades are returned, and appeals cannot be made from office samples because of their small size.

MR. HUNTER: We now demand 1¼ quart samples so that there will be sufficient to appeal grades.

MR. COOLY, Fort Dodge: County A.A.A. com'ites are asking for new samples on corn delivered to us last September. Fortunately we anticipated this possibility and kept extra samples in our offices so we can satisfy them.

MR. WILDER: I question whether an appeal can be made from an unlicensed inspection such as is provided by A.A.A. com'ites. No licensed inspector will issue an official certificate on a sample he or his department has not taken.

MR. SAWYER: Licensed inspectors will issue a grade determination on a submitted sample, and this will serve the purpose.

MR. MILLER: Returns from county com'ite grading offices are being made anywhere from seven days to five months after delivery of the corn. We demand copies of Form 15 promptly so that we can see who did the grading and what grade was determined.

MR. ELLISON: Lack of uniformity in taking and submission of samples often causes delay. All counties are not equipped with grain grading facilities, and where a grade determination must be made by the state office a three-day delay is involved.

MR. MILLER: All grade determinations were made by the state office last year when we received our returns more promptly than we now receive them from county offices.

COUNTRY SHIPPER: The shipper is sometimes delayed in submission of sample because he must wait for the producer to sign papers covering taking of the sample. Pro-



ducers don't always come to the elevator, and the shipper has to find time to hunt them up.

MR. HUNTER: The producer has a responsibility in seeing that a representative sample was taken. The new sample bags in the 1¼ quart size are lined with cellophane and have been found to be the equal of air-tight containers in retaining original moisture content. Samples should be put in these bags immediately to avoid loss of moisture.

QUESTION: What would prevent a landlord from persuading a tenant to seal all the corn in his name, then giving the tenant notice to move, forcing delivery of the corn.

MR. ELLISON: Legally the corn could be continued in storage in the cribs. A new owner must accept a farm subject to any existing contracts.

A SHIPPER: Grapevine information tells us we will be held responsible for the weight of corn in steel bins when we do the unloading and shipping?

Mr. Sawyer: The grapevine is in error.

MR. ELLISON: Studies have shown that measurements will give us a close estimate of the amount of corn in a steel bin, test weight considered.

MR. WILDER: While we have Commodity Credit Corp. officials on the stand, I would like to submit that Form H, the agreement between the C.C.C. and the country elevator operator, allows the elevator 2½¢ per bu. for receiving, loading out and shipping corn. This movement begins at the scales and ends with delivery of the corn into the car.

Now we are asked by another agency to add to this service the emptying of corn from steel bins, which involves labor in scooping, and the transportation of this corn to our scales, at no added cost. An elevator is not justified in accepting this added cost and responsibility without additional compensation.

I believe that county A.A.A. com'ites should be required to absorb the cost of emptying the steel bins and delivering the corn to the elevator, and beg the A.A.A. and the C.C.C. to reconsider procedure in emptying steel bins in that light.

PRESIDENT HALE appointed the following com'ites:

RESOLUTIONS: Gale Snedecor, Rhodes; Columbus Hayes, Mount Pleasant; Art Nord, Creston; Art Murray, Bancroft, and Harry Straight, Storm Lake.

NOMINATING: Sam Stewart, Clarion; Ron C. Booth, Cedar Rapids; W. C. Walker, Ogden; Carl Orsinger, Waterloo, and Gerhard Larson, Manson.

### Tuesday's Luncheon Meeting

Available time between the morning and afternoon sessions Tuesday was filled with a luncheon meeting in the ballroom.

GEORGE R. ANGELL, public relations counsel for the Rock Island railway, Ft. Worth, Tex., spoke on the problem of keeping up a volume of business for the railroads in the face of subsidized competition.

Barge lines pay no taxes comparable with the benefits they have received thru costly government dredging operations to develop a system of inland waterways, locks and dams at public expense. He said, quoting figures on the cost per mile of making principal rivers navigable. This subsidized form of competition he considered unfair to the railroads.

Trucks, operating on public highways, built with public funds, he mentioned briefly as another form of transportation which has made more difficult the problem of operating railroads at a profit.

### Tuesday Afternoon Session

PRESIDENT HALE presided at the second session.

GEO. M. STRAYER, Hudson, Ia., executive sec'y of the American Soybean Ass'n, first

speaker, anticipated that further broad increases in the acreage of soybeans and the volume of soybeans processed annually must eventually arrive at a saturation point.

While soybeans were first brought into this country in 1804, their development as a farm crop did not begin until 1919, and the major spread of acreage, and increases in production have come in the last decade. Last year this country produced 87,000,000 bus. of beans. Iowa alone, said the speaker, will produce 14,000,000 bus. this year.

Soybeans were extolled by Mr. Strayer as one of the few crops an elevator can handle twice, first in the form of a cash grain crop, second in the form of bean meal which is re-tailed back to the farmers.

"We must realize," he said, "that while marvelous advances have been made in the field of plastics, in paints, and numerous other industrial uses for soybean products, all of these together require the production of comparatively few acres, and 95% of the soybean meal produced must be sold back to farmers in the form of livestock feed."

Soybean oil has found its major market in the edible oils industry which consumes 50% of the production, oleo-margarine alone taking 25%. Thus farmers growing soybeans compete with themselves by producing a product competitive with lard from their hogs, and butter from their dairy cows. This problem is not serious at the moment. Last year America produced for the first time a volume of fats and oils that nearly equalled annual consumption, which he placed at 4,000,000,000 lbs. In the past this country has imported 2,000,000,000 lbs. of foreign fats and oils annually, a volume which has been markedly reduced by increases in import duties to 3¢ to 5¢ per lb.

The future of soybeans is dependent upon the future production of cotton to a large extent, said the speaker. Cottonseed oil and soybean oil are interchangeable in the edible products field.

Soybean oil production, he admitted, cannot expand much farther without replacing some of the other vegetable oils produced in this country unless there is an expansion of consumption. Industry is the main hope in this connection, he said, mentioning development of an elastic paint utilizing soybean oil.

### Treat Seed Grains for Farmers

CLARK R. LARSON, Wilmington, Del., urged dealers to establish seed cleaning and treating stations in the interest of saving farmers from the annual loss they now suffer thru

the toll taken by smut, root rot, and other seed borne diseases. Seed treatment brings the farmer an average 10% increase in grain quality and production.

Grain dealers get a three-way profit from seed treating service, selling the mercury dust, cleaning and treating seed grain, and handling the increased production of grains on farms that results from the treatment. More of his address is published elsewhere in this number.

Mr. Larson's remarks were followed by showing of "The Black Scourge," an educational sound movie that showed how smut develops, explained methods of seed treatment, and dramatized the increased yield and improved quality that results from treatment.

### Moths in Corn

HARRY R. CLARK, chief inspector for the Omaha Grain Exchange, reviewed his studies on weevil and moths in grain, and suggested methods of fumigation.

"Many grain dealers appear to confuse weevil with the bran bug," he said. "The former bores a hole in the kernels of grain, the latter lives on the surface. Principal damage done by the bran bug comes from heating, caused by the tendency of the bugs to ball up in cold weather for warmth and start a hot spot in a bin of grain."

Both Anguimois moth and the Indian meal moth have become problems in stored corn. Most predominant is the Indian meal moth, which spins a web over the top of the grain that leads to heating. College entomologists anticipate a large increase in the numbers of Indian meal moth in the spring.

### Wages and Hours

EDGAR WARREN, from the Department of Labor, Washington, D. C., led a discussion on application of the wage-hour law to grain and feed dealers.

The wage-hour law is on an employe basis, he said. It is complicated and applies differently to different employes doing different work. It provides a minimum wage of 30¢ per hour (which is to go to 40¢ per hour in 1945), and a maximum 40 hour week.

Application of the act is to employes engaged in producing goods for interstate commerce. Exemptions are numerous and make the act difficult to understand.

Establishments engaged only in the distribution of goods at retail are exempt. But if 50% or more of the business is wholesale the business is not exempt, except in so far as employes engaged only in retailing are concerned.



Pres. Hugh Hale, Royal, Ia., and Pres.-Elect Gayle Snedecor, Rhodes, Ia.



If a grain dealer operates a custom grinding service he may not be exempt, since any manufacturing operations which include products in *interstate* commerce, tends to defeat the retail classification. The department has never said how far grinding and mixing operations may be carried before the retail classification is lost. While the retail sales end of the business may be wholly intra-state and thus be exempt from the act, those employees handling products shipped *interstate* and used in manufacture of the feed may come under the act, whether or not all or just a part of their time is devoted to such handling of *interstate* products.

Grain elevators with seven or fewer employees other than executives, are exempt from the provisions of the act under the "area of production" clause. They may have more employees and still be exempt under the "retail" clause. But if they have the employees doing work in both classes they may not be exempt.

In application of the wage-hour law to an individual business the employer should be careful to avoid such action as may be interpreted as a reduction in wages.

**QUESTION:** Our wages are over the minimum established by the law, but we are concerned with keeping records of the hours spent in work. How can we set up records we know will be satisfactory to the administration?

**MR. WARREN:** The administrator's opinions hold no authority in court, and he cannot specify the records that must be kept.

A product in interstate commerce goes out of the interstate classification when manufacturing starts. It may then be said to have "come to rest." From the manufacturing process on the product may be intra-state, or retail in character, exempt from the provisions of the act unless it again moves in interstate commerce. This provision, however, does not exempt employees engaged in handling the product (such as unloading from box cars, and warehousing) before the manufacturing process starts.

Uncertainty exists over the classification of truck drivers. It is believed that truck drivers are subject to regulation by the Interstate Commerce Commission, and not by the Wage-Hour Division, but this point is not clear.

Executives, administrators, and professional men are exempt from the act. The measure is whether they receive \$200 or more per month. Executives may, however, be paid as little as \$30 per week provided their work is to supervise, and provided they spend not more than 20% of their time in work that is not supervisory in character.

A Texas court has ruled that so long as an

employer pays the minimum wage he is within his rights regardless of whether such minimum constitutes a reduction in the hourly pay to allow working of longer hours under the regulations covering time and a half for overtime. This case is contrary to rulings of the administrator, and it is expected that it will be carried to the supreme court before a decision becomes final.

Mr. Warren explained that splitting stock in a company would not provide exemption for an establishment coming under the act, since it would not give executive ratings to employees.

### Wednesday Morning Session

**PRESIDENT HALE** presided at the third session.

**PRESIDENT E. H. SEXAUER**, Brookings, S. D., of the Grain & Feed Dealers National Ass'n, said:

#### Read Government Contracts

"The grain trade needs more and stronger state organizations like the Western Grain & Feed Ass'n," he said. "In these trying times grain dealers must belong to their ass'ns to get fair representation in dealing with the government agencies that specify the terms under which they may handle government grain.

"Highly important to every country grain dealer are the contracts under which he handles corn for government agencies. Study these contracts carefully. Read them and then reread them. Know the meaning of the terms under which you handle government grain, or grain from producers covered by federal loans. Doing this will help you to avoid difficulties and help you to fulfill the terms so there will be no complaint regarding your discharge of the duties specified.

"The Grain & Feed Dealers National Ass'n is trying earnestly to represent you in its contacts with government agencies and departments. Mr. Bowden is constantly in Washington to keep you informed of legislative developments and to work in your interests from the standpoint of legislation affecting your business.

"Outstanding work has been done not only for the grain dealers of Iowa but for country shippers the country over by your own S. W. Wilder, chairman of the National ass'n's country elevator com'te. He has appeared at numerous hearings with government agency and department of agriculture representatives to present the case of the country shipper in handling government corn and wheat. His efforts have borne fruit. While many grain dealers are dissatisfied with some of the conditions and

terms under which they are handling government grain, these conditions and terms are more satisfactory than they would have been without the work of Mr. Wilder's com'te. His com'te is very active, but it needs your earnest support to be effective."

**JACK F. LEAHY**, Kansas City, Mo., president of the Federation of Cash Grain Commission Merchants Ass'ns, expressed conviction that "country grain shippers have a vital interest in the welfare of terminal market commission men."

Mr. Leahy's address appears elsewhere in this number.

#### Outlook for Oil and Feed

**J. A. GOODE**, Gastonburg, Ala., representing the Ass'n of Southern Commissioners of Agriculture, made an earnest plea for breaking down state trade barriers, and transportation discriminations.

"The South produces approximately only 65% of the grain it consumes; 55% of the dairy products; 50% of its meat and meat products; 45% of its poultry; 30% of its hay, and less than 25% of its fruits and vegetables, all of which you produce and sell to us," he said.

"These figures point to two important and significant facts. First, that the South is not now, by even the remotest stretch of the imagination, a competitor in production of your principal crops and livestock products. Second, in relation to its purchasing power, the South is by far your best customer.

"Help us to remove the barriers to free trade between the states in the form of excise taxes, licenses, regulations, and restrictions, which, while designed to protect one section of our common country or one group of our people against another, actually tend to destroy the opportunity to be mutually helpful to each other."

#### Warehouse Meeting

**SAM STEWART**, Clarion, member of the warehouse com'te of six set up a year ago by the Western Grain & Feed Ass'n, and the Iowa Farmers Grain Dealers Ass'n, presided over a meeting of warehousemen at a luncheon Wednesday noon.

#### Iowa's Warehouse Law

**HOWARD STEWART**, Des Moines, a member of the Iowa Warehouse Commission, reviewed operation of Iowa's warehouse law.

"For the benefit of the grain dealers," he said, "we have allowed some practices which are not in strict accord with the letter of the law, but which have been found to expedite the warehousing of grain within the intent of the law. For example, the law specifies that grain handled on a storage basis must be kept in the bins or compartments which have been approved for such storage. We have interpreted this to allow approval of an entire elevator, even tho the entire capacity of the elevator is not bonded, so that when stored grain is turned it may be run into any available empty bin.

"Watch carefully your insurance. Be sure that you have both fire and tornado insurance covering the full value of the grain stored. Likewise be sure your bond limits are sufficient to cover all the grain you hold in storage.

"Storage receipts must be issued within 30 days after receipt of the first consignment of any lot," said Mr. Stewart. "This has been a problem to some elevators due to delayed receipt of grades on C.C.C. corn. Such delay is contrary to law, and warehousemen are urged to keep after their county A.A.A. com'tes for return of Form 15 so that they may issue receipts."

**STEVE WILDER**, answering a question, said: Corn in steel bins is eligible to storage, since the Uniform Storage Agreement specifies that any grain owned or controlled by a government agency, including grain deposited by a producer which may become subject to a loan, is eligible for storage. Form II, however, makes no provision for handling govern-

### Speakers at Des Moines Convention



Jack Sams, Waukegan, Ill.; Dr. R. H. Porter, Ames, Ia.; Sam Stewart, Clarion, Ia.



ment grain except as it is delivered to the elevator. Emptying and transporting corn from steel bins must be handled under a separate contract with county A.A.A. com'ites.

Cases were mentioned by shippers in which they received from farmers corn that was weevily, and that they graded sample on three counts, weevil, rat damage, and odor. The state A.A.A. office similarly applied the "sample" grade. Yet when the corn was delivered at Chicago, it was graded No. 1, weevily.

HARRY R. CLARK, Omaha, pointed out that "weevily" does not affect the grade of the corn. It is a separate designation written on the inspection certificate. Weevil odor is not a grading factor beyond such designation.

Prompter returns on invoices submitted to the C.C.C. was urged in a vote taken among warehousemen present. The showing of hands indicated they felt 30 days to six weeks is sufficient time to allow the C.C.C. to make these returns.

W. A. LINFOR, Iowa Warehouse Commission: Frequently our inspectors call on an elevator to check grain in store and find the elevator manager absent. In such cases we are often forced to return because the second man does not know where the receipt book, insurance papers, license, and other records that must be checked, are kept. If you would inform your second man of these things much of our time could be saved, and we need to save time since Iowa has 562 bonded warehouses and only two inspectors.

Be careful that you do not issue a duplicate warehouse receipt until the original has been officially cancelled, and the warehouse departments "lost receipt" form properly filled out and signed. You never know into what hands a lost receipt may fall.

### Wednesday Afternoon Session

PRESIDENT HALE presided at the fourth session, which was devoted to feeds and feeding.

JACK SAMS, Waukegan, Ill., delivered an address on "Merchandising." He named "fear" as the greatest single obstacle obstructing real merchandising progress, and pointed out that our country still has all its natural resources. "We live in a rich country," he said, "which is able to stand the ravages of government interference with business, and still come thru."

"Never put a price on merchandise as your only inducement for its sale," said Mr. Sams. "Be a salesman. Have sound reasons for a customer to buy. Buyers lose confidence in the merchant who sells only on price."

"A third pitfall for the feed merchant is easy credit. Sound merchandising involves a credit policy that lies somewhere between easy credit and no credit. Credit, in itself, is no sales argument and should not be used as such."

"Most feed dealers have been guilty of some indiscriminate buying. If you don't know the merchandise do not buy it. This will help to keep your back rooms clean."

"Cleanliness is a business builder. It breeds confidence, and inspires trade. So does friendliness. Farmers like to deal where they find a warm welcome. They like to talk, too, and listed among good business builders is a separate room where they can gather to talk about the weather, or their cows, and chickens, and pigs. Merchandise properly displayed in such a room will bring many sales."

"Know your business. Keep informed. Go to trade conventions and read carefully your trade magazines. Farmers have a healthy respect for the opinions of dealers who know feeds and feeding."

"Make calls on farmers. If you don't, your competitor will. Do this yourself. The farmer wants to see the boss. But don't overlook training your helpers to sell the products you offer."

### Vitamins

DR. V. E. NELSON, of Iowa State College, Ames, talked on "Vitamins," reviewing their discovery and development. His discussion described the vitamins and their effects, but he urged the dealers to remember that vitamins alone do not make a balanced feed. Feeds must contain the proper quantities and qualities of proteins, fats, minerals, and carbohydrates as well as vitamins to be balanced for efficient use by livestock and poultry.

Most vitamins, he said, are fairly well distributed in nature. The exception is vitamin D. This must be purchased. High production may require addition of other vitamins, and other feed factors.

"We are discovering," he added, "that most vitamins are actually multiple complexes, which, broken into fractions, produce different results. Thus vitamin D in irradiated egosterol will not be utilized by poultry as effectively as vitamin D in fish oil. Similarly we have found several forms of vitamin B, two forms of vitamin A, and two of K."

### An Appreciation

E. A. SCHELL, Portsmouth banker, expressed the appreciation for the help given by grain and feed dealers to his community where 12,000 acres of crops were destroyed, and many buildings damaged in a tornado and cloudburst.

### "Information, Please"

TOM DYER, Des Moines, was the announcer in the "Information, Please" barrage of feed questions brought up from the box in which dealers had dropped them during preceding sessions.

EXPERTS at answering the questions were A. Z. Collinge; Cedar Rapids; Ernest Lyster, Des Moines; M. B. Gardner, Cedar Rapids;

Frank Welles, Waterloo, and George Schaaf, Des Moines.

UMPIRES ruling on the correctness of the answers were Cy Sievert, Chicago, Dr. H. L. Wilcke, head of the poultry husbandry department of Iowa State College, and Dr. Nelson.

Only three questions from the 40 or 50 presented were ruled insufficiently answered by the experts. Since the experts were not completely stumped these questions won half awards. The questions were:

"Can lake marl be substituted to advantage for powdered limestone in poultry mashes?" credited to L. C. Balson, Decorah. The correct answer was that lake marl is calcium carbonate and can be substituted.

"Has the average Wisconsin or Iowa limestone too much magnesium to make it suitable for poultry mashes, and what should be the maximum tolerance of magnesium?" credited to L. A. Beisner, Williams. The corrected answer was that limestone should be at least 93% pure calcium carbonate for feeding purposes, and that the full tolerance of chickens for magnesium beyond 1% of the total ration has not been found.

"To what extent can vitamin G found in distillers slop replace dried milk in poultry mashes?" asked by Garvin Bunker, Buckingham. The corrected answer was that other factors than vitamin G make dried milk superior as a poultry feed ingredient.

### Annual Banquet

The annual banquet, entertainment and dance was held Wednesday evening and found the Grand ballroom of the hotel, crowded with steak-hungry delegates and their ladies.

ARTHUR BRAYTON was toastmaster, telling humorous stories in a rapid-fire manner, and introducing leading lights in ass'n work and visiting dignitaries but giving them no opportunity to make speeches.

Delegates enjoyed cigarettes furnished by W. S. Leary of Leary Grain Co., and cigars furnished by Bill Westerman of Oyster Shell Products Co., during the variety show that followed the banquet.

After the juggling, dancing, and singing acts were over, delegates moved to the South ballroom of the hotel for dancing that lasted until early morning.

### Thursday Morning Session

PRESIDENT HALE presided at the fifth, and final session.

MARK THORNBURG, Des Moines, sec'y of Iowa's Department of Agriculture, talked briefly about feed laws.

"Thru the help of this ass'n, we now have a larger appropriation which has enabled us to do a better job of enforcing Iowa's feed law,

### Officers and Directors of Western Grain & Feed Ass'n 1940-41



Front row, l to r: Lloyd Darling, Cleghorn, director; Ray Walters, Harlan, director; Columbus Hayes, Mt. Pleasant, vice chairman Grain Division; Francis Huddleston, Des Moines, sec'y to the sec'y; Ed Huibregtse, Monticello, director; Sam Stewart, Clarion, warehouse com'ite chairman; Dodd Thiele, Des Moines, sec'y.

Back row, l to r: Walter Berger, Des Moines, treasurer; Leland Miller, Cedar Rapids, chairman Grain Division; Harry Dean, Iowa City, vice chairman Feed Division; Gayle Snedecor, Rhodes, president-elect; John Hinck, Corning, director; Hugh Hale, Royal, retiring president, and director; Jim Olson, West Bend, chairman Feed Division; Ellis Mueller, Calamus, director.



thus protecting both the established, legitimate merchant, and the consumer," he said.

"Registrations of feeds have shown another marked increase. Last year the total of feeds, ingredients, minerals, and stock tonics registered was 5,000. Today it is 7,000.

"Cash income of Iowa farmers this year is expected to be the greatest since 1929, and may exceed that year. This promises a good year for the feed trade."

#### New Seed Bill

DR. R. H. PORTER, Iowa State College extension pathologist, Ames, reviewed briefly a new seed bill which will be presented to the next Iowa legislature, and asked for its support. The bill follows closely the pattern of the Uniform Seed Bill prepared by the U. S. Department of Agriculture to bring state seed laws in line with the federal seed law. It is described more fully in the seed department of this number of the Journals in a report of a meeting of the Iowa Seed Dealers Ass'n, which was attended by Ellis Mueller, Calamus, appointed at this session by President Hale to represent the Western Grain & Feed Ass'n.

Dr. Porter said that the state seed laboratory had tested and analyzed 18,000 samples of seed last year, and expects its total this year to reach 24,000. Some of the increase has come from commercial seed houses, but most of it is in samples submitted by farmers and county agents.

Methods for control of noxious weeds were described by Dr. Porter, who said that the weed commissioner system employed by many Iowa counties has borne fruit in teaching farmers proper cropping systems for control of weeds.

#### Seed Cleaning

"An important phase of weed control work," said Dr. Porter, "has been establishment of seed cleaning and treating centers. Iowa now has 66 such establishments in 40 counties and we hope for from one to six such centers in each county.

"Those who handle seed cleaning machines should be careful to clean out the machines between lots of seeds. We have heard some complaint of mixing of seed where this is not done.

"Some seedsmen perform the cleaning service for too small a charge. A farmer is not entitled to a bushel for bushel exchange of clean seed for dirty seed.

"Send your samples of seed for analysis to the laboratory early. In March we are so overburdened with volume that we cannot give you the service that we can earlier."

#### Resolutions Adopted

Resolutions adopted offered the appreciation of the ass'n and its delegates to speakers, exhibitors, hosts who furnished entertainment, and the city of Des Moines. "Splendid co-operation" with Iowa grain and feed dealers was acknowledged from officials of the State Warehouse Commission, and the State Department of Agriculture.

Two resolutions related to national trade problems. These were:

#### NATIONAL LEGISLATION

The Grain & Feed Dealers National Ass'n, thru its executive vice-president, Ray Bowden, has been doing outstanding work in protecting and promoting the interests of the trade in national affairs, both legislative and in the A.A.A. program for which we wish to express our appreciation and urge a continuation of this good work.

#### STEEL BINS

The country elevator com'te of the national ass'n has produced many needed changes in the relations of the trade with the Commodity Credit Corp. in handling government corn, and we wish to express satisfaction with the terms of Form H, and urge the com'te to continue its efforts to have corn from steel bins moved thru the country elevators under the terms of Form H plus any added costs of removing and transporting the corn from bins to the elevator scales.

#### Election of Officers

ELECTION continued in office all directors whose terms expired. They are Lloyd Darling, Cleghorn; Cecil McDonald, Sioux City; John

Hinck, Corning; Walter Berger, Des Moines, and Columbus Hayes, Mt. Pleasant.

Hold-over directors are Jim Olson, West Bend; Hugh Hale, Royal; Leland Miller, Cedar Rapids; Gayle Snedecor, Rhodes; Ray Walters, Harlan; Harry Dean, Iowa City; Ed Huibregtse, Monticello; Sam Stewart, Clarion; Gerhard Larson, Manson, and Ellis Mueller, Calamus.

#### Adjourned sine die.

A meeting of the directors immediately following adjournment elected Gayle Snedecor president, continued Walter Berger as treasurer, and Harold E. (Dodd) Thiele as executive sec'y. Continued as chairman and vice chairman, respectively, of the Grain Division were Leland Miller, and Columbus Hayes, and continued as chairman of the Feed Division was Jim Olson. Harry Dean replaced Walter Berger as vice chairman of the Feed Division.

#### In Attendance at Des Moines

Attendance at the Western Grain & Feed Ass'n convention totaled upward from 400. Both the grain and feed interests of the state were well represented, as were terminal grain markets, feed wholesalers, seedsmen, machinery manufacturers, contractors, and associated fields. Attendance was recorded as follows in its various classifications:

IOWA STATE WAREHOUSE COMMISSION: Howard R. Stewart, W. A. Linfor, and Henry R. Ashley.

SEEDS: A. E. Tempel, Milwaukee, and Dave Campbell, Keokuk, Ia.

BAGS: J. L. O'Brien, and Charles R. Decker, Jr.

CONTRACTORS: Fred J. Holtby, and Tom Ibberson, of T. E. Ibberson Co., Minneapolis; A. L. Smith, Kamrar, Ia.; Geo. W. Smith, Webster City, Ia.; Joe Tillotson, Omaha; Carl Younglove, Sioux City, Ia.; Buck Williams, Des Moines.

SALT: I. K. Brown, Grinnell, Ia.

MACHINERY: J. H. Harders, of Strong-Scott Mfg. Co., had no exhibit, but he let no one forget that his company was in the elevator and feed mill machinery business.

FEEDS, FEED CONCENTRATES, AND INGREDIENTS: W. C. (Doc) Keener, Ames, Ia.; Milt Tudor, W. W. Simmons, M. B. (Dutch) Gardner, R. E. McDermott, and H. W. Bockhaus, Cedar Rapids; E. J. Heck, Council Bluffs, Ia.; H. I. Wickie, C. H. Young, Henry W. Swanson, W. C. Pratt, A. F. Leathers, E. L. Dutcher, Walter C. Dickey, and Geo. C. Boyd, Des Moines, Ia.; Chas. Simons, Ft. Dodge, Ia.; Stanley Eales, Milt Wertz, and Miles Waller, Sioux City, Ia.; Harold H. Abbott, Bloomington, Ill.; Leo J. Knapp, Cliff Du Bois, J. E. Nelson, George Barrett, and Cy W. Sievert, Chicago; J. E. Sams, James M. Flinn, and Chas. Ash, Waukegan, Ill.; Harry G. Cowan, Geo. W. Sand, Paul Q. Card, and Wayne Fish, Minneapolis; Bill Westerman, St. Louis; John W. Rayney, Vineland, N. J.

KANSAS CITY: Jim Young of Simonds-Shields-Theis Grain Co., and Jack F. Leahy.

CHICAGO: C. D. Olsen, and S. A. Steensen, James E. Bennett & Co.; A. G. Torkelson, and

Edward Nieft, Lamson Bros. & Co.; J. O. McClintock, Continental Grain Co.; L. A. Douglass, E. W. Bailey & Co., K. R. Cervine, Pirl Bourret, The Quaker Oats Co.; Frank A. Cooley, and Carl E. Bostrom, Lowell Hoyt & Co.; Steve Hereck, Don E. Morrison, and E. J. Feehery.

MILWAUKEE: Geo. La Budde, Lela A. Boots, and Fred Maywald.

MINNEAPOLIS: W. S. Leary, Leary Grain Co.; W. J. Morrison, Cargill, Inc.; Geo. W. Smith, and E. M. Neese.

CEDAR RAPIDS, IA.: Charles Douglass, S. W. Wilder, Tudor Wilder, Jos. McNally, Walter Musker, Howard Dale, Zig Salit, Chet A. Davis, W. D. Smith, M. C. Larson, R. C. Booth, Bert Laufer, Leland C. Miller, and O. J. James.

PEORIA: Guy F. Luke, Luke Grain Co., and Paul H. Feuer, Continental Grain Co.

DAVENPORT, IA.: Wallace Lerigo, Homer Evans, and Jos. Loufek.

SIoux CITY, IA.: C. E. McDonald.

ST. LOUIS: Don Kleitsch, Continental Grain Co., and Ray Bowden, ex-V. Pres. of the Grain & Feed Dealers National Ass'n.

OMAHA: Jim Holmquist, H. O. Wandel, Frank C. Bell, Ray Sage, Vin Lake, and Chief Inspector Harry R. Clark.

#### Country Shippers and Feed Dealers

COUNTRY grain shippers, feed grinding and mixing plant operators, and feed retailers (arranged alphabetically by towns) were: Vern Danilson, Adel; John Cernick, Albia; Lloyd Rubenbauer, Albion, Chris Schulte, Alexander, Roy S. Griffith, A. H. Griffith, and W. C. Keener, Ames; S. L. Dilley, Aplington; H. O. Beadle, Atlantic; A. J. Fraser, Aurelia; W. A. Murray, Bancroft; Mike Dozler, Bayard; V. R. Dillavou, Bondurant; Harold Lindberg, Boxholm; Leon Douglas, Boone; J. J. Feldman, Breda; H. J. Harms, Brunsville; Geo. Beenken, Buckingham; Ray Waterhouse, and A. B. Martin, Burlington; Ellis Mueller, and A. E. McLatchie, Calamus; C. L. Knox, Casey; Don J. Huck, Carroll; R. E. Dean, Cedar Falls; Larry Ehler, Centerville; J. S. Stewart, Clarion; Lloyd Darling, Cleghorn; E. O. Sweet, Clemons; A. A. Daehler, Clinton; M. G. Grettenberg, Coon Rapids; John Hinck, Corning; Art Nord, Creston; John Braake, Cylinder; J. F. Miller, Dakota City; Edw. Grettenberg, Dawson; L. C. Bolson, Decorah; Chas. E. Willich, Dexter; Clifford Gregory, Dike; E. F. Frith, Dubuque; R. V. Lee, Dysart;

Howard Helgevoid, Eagle Grove; S. J. Strong, Earlham; E. S. Cole and Fred Kerber, Emmetsburg; Herman Jensen, Estherville; Leon Millman, Exira; Deorr Cose, Duncombe; Lyle Lorenson, Garwin; L. Dawson, Gilbert; John Sampson, Gilman; E. J. Bruntlett, and Axel Johnson Gowrie; E. M. Waldron, Glidden; R. Koldenhower, Granville; Steve Gamble, Granger; John Beenken, Grundy Center; M. P. Graves, Gruver; Ed Welp, Haverhill; Don Adams, Highview (Webster City p. o.); Burdette Lundberg, Paul Martin, and R. E. Walters, Harlan; Lon Buttorff, Hedrick; H. L. Grubbs, Hubbard; Geo. M. Strayer, Hudson;

E. H. Felton, and H. C. Criswell, Indianola; Harry J. Dean and E. E. Gule, Iowa City; Wm. Bottke, Iowa Falls; Fred Ruhs, Irwin; Frank Milligan, Jr., Jefferson; A. E. Kalseim, Jewell; A. Sterner, Jordan; H. F. Freshwaters, Keota; R. C. Fleck, Kilduff; E. J. Knoke, Knoke; Hal Mighell and Melvin Wilson, Lake City; E. W. Scott, Lakeview; Art Schissel, Lakota; C. E. Wood, Langdon; Don Brown, Laurel; Larry Lucas, Livermore; Roy Miller, Lytton; Gerhard Larson, Manson; Ralph Biddick and H. W. Gerton, Mason City; John Nie, Mechanicsville; Elta Archer, Mediapolis; H. C.

#### "Information Please" Judges and Experts



Top, left to right: Tom Dyer, Des Moines, announcer; Cy Sievert, Chicago, Drs. H. L. Wilcke, and V. E. Nelson, Ames, judges; Geo. Schaaf, Des Moines, expert. Bottom, left to right: A. Z. Collinge and M. B. Gardner, Cedar Rapids; Ernest Lyster, Des Moines, and Frank Welles, Waterloo.



Buck, Melbourne; E. H. Huibregtse, Monticello; Columbus Hayes, Mount Pleasant; Harry and Lee McKee, Muscatine;

Chet Gifford, and S. L. Gordonier, Nevada; Frank Willadson, Newell; Mr. Good, New Hartford; E. Klinzman, New Sharon; Forrest Plank, North English; Orrin Johnson, Oakville; Ralph Sprague, Oelwein; W. C. Walker, and Leo Garland, Ogden; Frank Argie, Oskaloosa; C. A. Martin, Patterson; Geo. Rohwer, Paulina; Roy E. Horton, Pocahontas; S. Leurks, Prairie City; Karl Nolin, Ralston; Walter Benson, Randall; Carl Moeller, Reinbeck; Ralph Dailey, Rembrandt; Gayle Snedecor, Rhodes; W. L. Swanson, Rodney; Ben Knudston, Roland; Edw. Duffy, Rolfe; H. A. Kemp, Rosehill; A. L. Anderson, Rossie; Hugh Hale, Royal;

Earl Galbraith, and Leo W. Williams, Sac City; Lloyd A. Meyer, Sabula; R. A. Naylor, Scotch Grove; Walt Willey, Sibley; L. E. Miller, Sinclair; H. Ryan, Sioux Rapids; Howard Wilson, Spencer; Elmer Goodman, State Center; Harry Straight, Storm Lake; Harold Christensen, Stratford; V. Wehrle, Tainter; Robert Beale, Tama; B. A. Tepaske, Tennant; A. E. Swartzendruber, Thor; E. J. Glentzer, and Perry Walters, Toledo; E. B. Mullin, Traer;

Wilbur Daugherty, Varina; Don Ylesley, Victor; Ben Paustian, Walcott; Roy Hammond, Waterloo; Eldon Anderson, Waukee; Ed. Hildman, Wesley; Jim A. Olson, West Bend; Claude Van Gundy, Westview (Pocahontas p. o.); Leonard Beimer, and R. A. Butler, Williams, and Ed Olson, Woolstock.

## Western Ass'n Convention Notes

SOUVENIRS distributed included leather covered note books from Hart-Carter Co.; key-chains from V-C Fertilizers; combination key chains and drivers' license containers from R. R. Howell Co.; pocket screw drivers from Standard Seed Co.; 6-inch celluloid pocket rulers from Browning Manufacturing Co.; pencils from Arcady Farms Milling Co., and Sargent & Co.; canes from Soweigh Scale Co.

THE HOTEL Fort Des Moines was literally filled with entertainment. Convention visitors from terminal markets, and exhibitors kept open house.

JAMES E. BENNETT & CO.'S C. D. Olsen and Sig Steensen dispensed mirth and merriment in 925, along with cigars, cigarettes, and "what will you have?"

LA BUDDE FEED & GRAIN CO.'S George La Budde spent much of his time in halls and lobbies pinning sprigs of pine needles on coat lapels as an indicator of the pre-holiday spirit, and distributed bits of cheese to produce the "breath of Wisconsin."

DES MOINES OATS PRODUCTS CO.'S large sample room enjoyed a constant flow of visitors and a varied flow of entertainment.

HARRY B. OLSON was much in evidence talking about grain testers, probes, moisture testers and such. "Who has more fun than Olie?"

LAMSON BROS. & CO. had an operator chalking up continuous market quotations on a blackboard in Parlor E thru the three days of the convention. The market inclined down, but the company's genial hosts, Art Torkelson, and Ed Nieft, kept the spirits of 300 visiting grain and feed dealers up.

MEMBERSHIP prizes were won by Don Morrison, of Fort Dodge, and Chicago, and Jack Westerfield, hustling field representative of the ass'n.

E. H. HUIBREGTSE, of Monticello, won a banquet ticket because his guess of 3,641 was nearest to the actual number of soybeans in a glass jar at the Iowa Department of Agriculture exhibit.

ZIPPER KITS for shaving tools were presented to five successful contestants as attendance prizes at the Standard Seed Co. booth. They are R. V. Leo, Dysart; S. J. Strong, Earlham; W. A. Murray, Bancroft; John H. Nie, Mechanicsville, and L. G. Wertz, Sioux City.

The 41st annual convention of the Western Grain & Feed Ass'n enjoyed the largest number of exhibits ever put up at a meeting of this organization. Souvenirs, guessing contests, and other exhibit attractions found encouragement in the time the dealers spent examining displays and machinery. Many sales were made and several of the machines shown moved from the convention direct to buyers.

FAIRBANKS-MORSE & CO., represented by H. H. Ingram, and V. G. Ziemer, exhibited a dial printomatic weigher, a type-registering scale beam, inclosed, ventilated motors, a hammer mill and a sump pump.

SEED TRADE REPORTING BUREAU displayed a Steinlite moisture meter, a seed germinator, and seed and grain testing equipment, with J. C. Kintz in charge.

NEWELL CONSTRUCTION & MACHINERY CO. showed an OK bagging scale, Baldor motors, and a P. I. V. gear with Charles E. and Dale M. Newell in charge. Outstanding feature of its exhibit was a working model of an Anderson super duo expeller processing cracked

soybeans into oil and meal, under the direction of J. C. Lundmark, of the V. D. Anderson Co.

SUPERIOR SEPARATOR CO. was represented by C. F. Pierson, and B. O. Overland. They operated a new Superior triple-shoe sieve grain cleaner.

HART-CARTER CO. displayed a Rosco Ajax oat huller and a grain scalper. C. C. St Cyr represented this company and distributed note books to visitors.

GLOBE HOIST CO. operated a Model K overhead electric truck dump. Explaining the merits of this truck lift were Frank R. Johnston and E. B. Thompson.

SOWEIGH SCALE CO. exhibited a direct reading, recording scale beam as used on the company's truck scales, and a bearing which is a part of the scale design. Joe Sowa, and L. G. Stumbaugh distributed canes to visitors.

R. R. HOWELL CO. exhibited a combination feeder, scalper, and magnetic separator, a head drive assembly, Calumet cups, and rubber elevator belt. In charge were E. W. Mueller, and H. A. Olson. A part of this exhibit was a moist-o-meter, displayed by Harry B. Olson. Gifts to visitors were combination automobile key chains and license containers.

OYSTER SHELL PRODUCTS CO. was represented by Bill Westerman, who displayed various sizes of crushed oyster shell for poultry feeding, and ground oyster shell for feed mixers. Cigars were kept handy for the visitors.

THE NITRAGEN CO., represented by Ray W. Kanitz, and Charles Thomas, displayed seed inoculants for assuring stands of clovers, soybeans and other legumes.

A. E. STALEY MANUFACTURING CO. had erected its display board showing how it breaks soybeans into products for human and animal consumption. In charge was L. J. Culp.

GEO. P. SEXAUER & SON exhibited a Gustafson seed treating machine, and "Perfection" brand field seeds. In charge were L. J. Wahl, B. W. Jay, L. A. Boswell, and Bob Hayden from the Sexauer organization. Frequently present at this firm's booth was Elmer H. Sexauer, head of the company, and prominent ass'n executive, who appeared on the convention program.

ILLINOIS-IOWA BEARING CO. represented by Ralph H. Deaton, T. J. Porritt, and William H. Fettkether, displayed anti-friction bearings, V-belt, roller chain, and Velos V-belt drives.

ELECTRICAL ENGINEERING & CONSTRUCTION CO. exhibited totally inclosed motors, magnetic switch and push-button controls, herringbone speed reducers, anti-friction bearings, and Tex-rope drives. H. E. Divine, Don Behrman, and Jule Pederson were in charge.

IOWA LIMESTONE CO. exhibited granite grit with C. H. Young and J. A. Owens to hand out pamphlets and describe the use of their product in feeds.

THE BORDEN CO. had a cardboard cow chewing a cardboard daisy. On display was Ration-Ayd, a dried milk derivative for use in poultry and animal feeds. Explaining it were L. S. Greene, Gordon W. Johnson, E. M. Frankenfield, M. A. McClelland, and C. W. Meyer.

THE ROSKAMP CO. displayed an oat huller.

R. E. Dean pointed out features of the machine.

KELLEY FEEDS, Inc., displayed balanced poultry and livestock feeds and ingredients. In charge were Hugh Kelley, and Chuck Burchfield.

IOWA DEPARTMENT OF AGRICULTURE had an exhibit of samples of seeds and feeds picked up by its agents in enforcement of Iowa's seed and feed laws. In charge was O. N. LaFollette, state feed inspector.

MICHAEL-LEONARD SEED CO., represented by Berkley Michael, exhibited lowwealth hybrid seen corn, and field seeds.

RAPIDS MACHINERY CO. displayed a Marion one-ton horizontal feed mixer, and a handy sack baler. In charge were W. F. Shaner, and V. J. Coleman.

LAPP LABORATORIES displayed molasses blocks, protein blocks, cattle fattener, litter, and feed concentrates. In charge of the exhibit were W. H. Lapp, Miss F. H. Obertson, and Harvey Tunesvick.

IOWA FEED CO. displayed feed ingredients. C. M. "Stormy" Stormes was in charge, supported by C. F. Swanson, Wayne Robinson, Lee F. Pratt, and Ira M. Kyhl.

NORTHUP, KING & CO. showed samples of seeds, feeds, and hybrid seed corn. In charge were E. A. Knudston, A. J. Schultz, and Carl Oppel.

ARCADY FARMS MILLING CO., represented by E. J. Williams, G. E. Curtwright, and A. J. McLoughlin, displayed its line of feeds.

WATERLOO MILLS exhibited feeds and feed ingredients. Representation was Carl G. Orsinger, Frank L. Ryan, J. B. Fox, M. F. Wells, and Wallace E. Campbell, and F. P. Eshleman.

UNIVERSITY AVENUE COAL CO. displayed samples of their coal. Its exhibit was in charge of A. B. Martin, and R. S. Kilpatrick.

STANDARD SEED CO. showed field seeds and inoculants. Floyd A. Fields, R. W. Kendall, Harold Ruby, Virgel Hardin, Glenn Mackey, and Ivan Gordon, were handy at the booth. Screw drivers were distributed, and zipper bags were offered in a contest.

NATIONAL BY-PRODUCTS, INC., offered mineralized tankage, meat scrap and bone scrap. Rudy Opsal, J. Russell, Ernest Lyster, and L. B. Lambertson, and Fay Smith, and M. S. Diercks, were representatives.

THOMPSON-HAYWARD CHEMICAL CO. presented fumigants and other chemicals used by elevator operators. In charge were Lee Williams, Francis J. Seitz, E. M. Frankenfield, and M. A. McClelland.

STANDARD BEARING CO. exhibited anti-friction ball bearings. In charge were E. A. Bern, and J. M. Walton.

SARGENT & CO. had samples of its brands of feeds on display, and distributed literature extolling its merits. In charge were Will I. Sargent, Bert Sargent, Tom G. Dyer, Vernon K. Reece, and Josh Gay.

The Wage and Hour Administrator and the Sec'y of Labor are offering Congress several proposals extending federal control of wages and hours to employees on big farms.

## TIME TESTED

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Safety and Service with Savings."*

**FIRE—AUTO and PLATEGLASS.**

*Non Assessable of Course*

**WESTERN MUTUAL  
FIRE INSURANCE COMPANY**  
**Des Moines**



# Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

## ARKANSAS

Arkadelphia, Ark.—The Arkadelphia Feed Mills, Inc., has been established with J. Lee Porter as managing proprietor. The company has a new galvanized iron clad building near the M. P. R. R. station.—J. H. G.

## CALIFORNIA

Indio, Cal.—Kohler & Sons are building a 30 x 75 ft. concrete block with steel reinforced pillars structure to house their feed store. It is to be ready for occupancy about Feb. 1.

Downey, Cal.—Willis Leach, owner of the Leach Feed & Supply Co., recently purchased the 25 ft. frontage on Downey Ave. now occupied by his business and an adjoining store.

Le Grand, Cal.—The Farmers Warehouse & Feed Co. has installed a new 25-h.p. hammer mill which will double the grinding capacity of the plant. C. W. Southward is owner and manager of the mill.

Downey, Cal.—Albert and Werner Wilcke, owners and operators of the Golden State Milling Co., held a formal opening of their plant on Nov. 15 when the public was invited to call and inspect the new, modern feed mill. The opening followed long work of modernizing the facilities of the building and installation of new machinery, the Wilckes having purchased the building last August following successful feed mill operations in Portland, Ore. Equipment recently installed includes a new pellet machine, a molasses mixer, grinders, feed mixers, and other milling machinery. The new firm is marketing its feeds under the name "Success."

## CANADA

Fort William, Ont.—George Ryerson Evans, 67, former member of the staff of the weighing department of the board of grain commissioners, died suddenly Nov. 24. Mr. Evans entered the weighing department in 1914, retiring in 1935 because of ill health.

Construction of annexes by Canadian elevator companies has provided 77 million bushels of additional grain storage space, 60 million of which has been built this year. Consequently, grain storage capacity in Canada has been increased to approximately 500 million bushels.

Fort William, Ont.—A half-ton truck owned by Hacquail Bros. Feed Store plunged over the C. P. R. bascule bridge and down 50 ft. into about 25 ft. of water Nov. 26, carrying two young men to death in the icy depths. The jack-knife bridge was raised at the time to allow a tug to pass down the river.

Winnipeg, Man.—Net earnings of the Alberta Wheat Pool in the 1939-40 grain year were approximately \$300,000 greater than the preceding year. R. D. Purdy, general manager, reported at the annual convention held in Calgary recently. The net operating revenue for the year was \$1,551,507; the net surplus for the year was \$746,283.

Ruthven, Ont.—The Cottam Farmers, Ltd., elevator and feed mill which was destroyed by fire early in September is being rebuilt and nearing completion. Feed mill machinery and a Randolph Grain Drier are being installed, the furnace is being equipped to operate on anthracite coal or coke. The drier is equipped with the Randolph Electrical Temperature Control.

Winnipeg, Man.—A new issue of United Grain Growers, Ltd., bonds were offered by Toronto, Ont., financial houses recently, amounting to \$552,000 first mortgage sinking fund 4½ per cent bonds. The issue price is 95 and accrued interest, yielding 5.23 per cent. The money is to replace working capital used for construction of new grain storage space. This company owns and operates 440 country elevators in western Canada besides its terminals at lake and ocean ports. Its Port Arthur, Ont., elevators have a storage capacity of 5,500,000 bus.

Laura, Sask.—The Searle Grain Co., Ltd.'s elevator, office and coal sheds were destroyed by fire Nov. 22.

Winnipeg, Man.—Paul F. Bredt, 57, president and managing director of the Manitoba Pool Elevators, Ltd., and president of Canadian Co-operative Wheat Products, Ltd., died suddenly at Calgary the night of Nov. 28. He suffered a heart attack a few hours after he had addressed the delegates attending the annual convention of the Alberta wheat pool, and died soon after having been removed to his hotel room.

Winnipeg, Man.—The Canadian Wheat Board recently issued an order increasing the general farmers' wheat marketing quota from 8 bus. to 10 bus. per seeded acre effective immediately. In announcing the increase the board said in part: "Since shipments will be required at a considerable number of points in order to permit farmers to deliver up to 10 bus. per seeded acre, it will be necessary for the board to rigidly allocate shipping points where wheat may be loaded for any destination."

## COLORADO

Sterling, Colo.—W. C. Harris, prominent grain and livestock dealer, died Dec. 7.

## ILLINOIS

Sidney, Ill.—New grain bins were built recently for the Sidney Grain Co. by J. E. Reeser & Son.

Seymour, Ill.—The Farmers Grain Co. recently added new grain bins, J. E. Reeser & Son doing the work.

Doran, Ill.—The Farmers Grain Co. elevator was damaged by high winds Nov. 11. The loss was small.

Bethany, Ill.—Eldon Hufford recently succeeded P. G. Ketcham as manager of the Bethany Grain Co. elevator.

Blackstone, Ill.—Ed Connor, former manager of the Farmers Elevator, writes "I have quit the grain trade." He is devoting his time to farming.

Savoy, Ill.—Savoy Grain & Coal Co. has been named in a suit recently filed by Lewis S. Brown, claiming that \$629.34 is due him on sales of soybeans during the months of November, 1939, and February, 1940.

Mattoon, Ill.—The Big Four Elevator Co. elevator, owned by the Cleveland Grain Co., Cleveland, O., was destroyed by fire of unknown origin Dec. 6. Included in the loss, estimated at more than \$40,000, was 39,000 bus. of corn and 5,000 bus. of soybeans.—P. J. P.

Quincy, Ill.—The two-story brick building occupied by the Critic Feed Co. was badly damaged by fire the afternoon of Nov. 17, caused by an overheated furnace. Considerable damage was done to the mixing department located on the second floor, and water damaged merchandise on the ground floor.

Cairo, Ill.—Swift & Co. have completed three additional soybean storage bins, increasing their local storage space from 120,000 bus. to 300,000 bus. The mill now can handle from 500,000 to 600,000 bus. a season. Two additional presses have been added. The mill now produces 78 cars of soybean oil meal and 10 cars of soybean oil each month.—P. J. P.

Decatur, Ill.—The regulations of the corn loan for sealing the 1940 corn crop is a topic much discussed. The three-year provision is of course the greatest objection. However, even tho the regular loan on 1940 corn does not mature until the fall of 1943, there is a provision in the contract which allows growers to deliver their corn under seal in the fall of 1942, provided they give written notice to the county A.A.A. com'te thirty days prior to the time they wish to deliver.—Baldwin Elevator Co.

Raven (Scotland p. o.), Ill.—The sale of the salvage made to Myers & Simpson by the insurance company following the fire that destroyed the Raven Elevator Co. elevator recently had nothing to do with the elevator site or lease, which is still owned by the Raven Elevator Co., Inc. The fire was complete, except for office and scale which were saved. Plans for the future are incomplete at the present. Other elevators owned by the company are at Scotland, Ill., and Randall, Ind.—Raven Elevator Co., W. B. Swank, pres.

Crescent City, Ill.—Carl E. Stansbury, founder and operator of the Cesco Feed Co., was host to 141 farmers and representatives at a turkey dinner served in the dining room of the Iroquois Hotel, Watseka, recently. Those exceeding the seating capacity at the hotel were served at the Wood's Cafe nearby. Following the dinner, H. W. Bradshaw as master of ceremonies introduced A. E. Freeman, Chicago, newly appointed sales manager for the company, and others who gave interesting and instructive talks on subjects pertaining to the feed trade.

## CHICAGO NOTES

After Chicago Board of Trade membership certificates recently sold as low as \$500, establishing a new low price in more than 40 years, an advance to \$550 was made, a net decline of \$75 from the preceding week-end. Posted offers of certificates were at \$675, and highest bid \$510.

Moses Eisemann, a former member of the Chicago Board of Trade, was summoned to appear before a federal referee here Dec. 9 to answer charges of violating the Commodity Exchange act. It was alleged that he traded in bids and offers on the Winnipeg grain exchange, an operation that is specifically banned under the act.

Philip R. O'Brien, grain trader, has been selected by the nominating com'te as the candidate for president of the Board of Trade for 1941. Mr. O'Brien, an independent wheat pit broker, has served as a director of the Exchange for several years. The com'te chose as candidates for vice-presidents, G. Willard Hales and Harvey S. Austrian. Candidates selected to run for the directors' posts are Robert H. Gardner, one year; Dowell Durbin, two years; T. Clifford Rodman, Robert Burrows, LeRoy D. Godfrey, Colin S. Gordon, and Earle M. Combs, Jr., three years.

The Associate members of the Chicago Chapter, Society of Grain Elevator Superintendents will entertain Society members at a buffet dinner Friday night, Dec. 13, at the Paradise Club, 563 W. Randolph St. The unique illustrated announcement sent out reads: Bin your troubles for the night and convey yourself to the Paradise Club on Friday the 13th of December. Use your Legs or come by Car but be there. There will be no inspection of your Pockets, but no doubt there will be some Screw doings. Turn on your best party smile and be prepared for Buckets of fun. The responsibility for the December program has been transferred to the Associates and they have assumed that our Conditions and Temperature will be taken care of. No one will be taken to the Cleaners and there will be no Scalpers present. So try to make the Grade and be there.—C. G. Franks, chapter sec'y.

## INDIANA

Columbus, Ind.—The John H. Schaefer Milling Co. recently installed a Western Sheller.

Topeka, Ind.—Hochstetler Feed Mill installed a Kelly Duplex Vertical Feed Mixer, ton capacity.

Warsaw, Ind.—Bashore Feed Store & Hatchery installed a new feed mixer in the local feed mill.—A. E. L.

Nappanee, Ind.—Nappanee Milling Co. recently installed a boot sheller and drag, bought from the Sidney Grain Machinery Co.



Hebron, Ind.—The Hebron Feed Co. has built a new feed warehouse and will shortly remodel the present feed mill.—A. E. L.

Mt. Vernon, Ind.—S. H. Hughes, for 22 years an employe of the Fuhrer-Ford Milling Co., has resigned because of ill health.—W. B. C.

Kingsbury, Ind.—L. E. Coil has been appointed manager of the elevator by the Holmes Supply Co., succeeding Glen A. White.—A. E. L.

Indianapolis, Ind.—C. Wm. Maibucher, grain commission merchant, has closed his office and decided to take a rest until the government gets out of the grain business.

Lochiel (Fowler R. F. D. 1), Ind.—The Lochiel Farmers Elvtr. Co. of which Joe Stone is manager has been enrolled as a member of the Indiana Grain Dealers Ass'n.

Evansville, Ind.—Rudy Hoefling, of Armstrong Township, has been elected chairman of the Vanderburgh County Wheat Improvement Ass'n for the ensuing year.—W. B. C.

Danville, Ind.—Charles E. McClain, 84, former president of the Klondike Milling Co., died at his home here recently, his death being due to the infirmities of age.—W. B. C.

Butler, Ind.—The Butler Milling Co. has been organized; capital stock, 50 shares, par value, \$100 per share; to do a general milling business. Incorporators are Walter J. Mondhank, Ellen H. Mondhank and E. A. Franham.

Craigville, Ind.—The Craigville Elvtr. Co. remodeled the feed mill some time ago and added a new sheller and revolving screen and mill is now equipped with two one-ton feed mixers.—A. E. L.

Avilla, Ind.—W. D. Martin, who recently purchased the old Grobis Mill has opened the plant, operating as the Avilla Feed Mill. New equipment installed includes feed grinders, mixers and loading and unloading machinery.

Lawrence, Ind.—The Vansickle & Askren elevator, operated as the Lawrence Coal & Grain Co., was damaged by fire the night of Nov. 20. The blaze, believed to have started from a stove in the office, was brought under control quickly, but considerable damage to grain resulted from water.

Mellott, Ind.—Freeman Knowles and sons who have been operating the McCardle Grain Co. elevator have purchased it from Mrs. Ruth McCardle of Terhune. They also bot the brick store building of George L. Bishop and will take possession of the latter Jan. 1. Mr. Knowles plans to handle farm implements.

Lawrenceburg, Ind.—L. A. Garner, grain buyer for the Lawrenceburg Roller Mills, has returned to his duties after being confined to his home as the result of an accident. He was standing under a tree when caught in the severe wind and rain storm Nov. 11 while out hunting, and a limb blown from the tree struck him on the head causing a slight concussion that confined him to his home for some time.

Cayuga, Ind.—The Cayuga Milling Co. elevator, owned by the late Patrick Breen and his wife for the past 10 years, was sold by Mrs. Breen of Terre Haute, Ind., to officials of the Raven Elvtr. Co., headquarters Chrisman, Ill. The Raven Elvtr. Co. elevator at Raven (Scotland p. o.), Ill., was destroyed by fire recently. No announcement has been made by the new owner concerning its future plans regarding the local elevator.

Lafayette, Ind.—Jesse W. Young, 62, general manager of the soybean processing plant of the Ralston Purina Co., died suddenly of a heart attack while seated at his desk the afternoon of Nov. 25. For nearly 30 years prior to coming here he was active in the grain business at Toledo, O. He was known thruout northwestern Ohio for his years of work in the grain trade and was recognized nationally for his pioneering work in the soybean trade. In 1902 he joined the staff of the Paddock-Hodge Co., Toledo. During the following 20 years he worked with the Paddock company, joined the Toledo Grain & Milling Co. as general manager and for several years operated his own company, the J. W. Young Grain Co. In 1924 he became associated with Southworth & Co., and in 1926 came here, to operate independently in the grain trade. He became interested in processing of soybeans at that time. It was at his instigation that soybeans began to be used by Indiana farmers as a crop rotator and the Ralston Purina Co. was persuaded to convert a former brewery for soybean processing, which plant since has become one of the area's leading industries.

## IOWA

Minburn, Ia.—The Farmers Elvtr. Co. has remodeled its elevator. Williams Construction Co. did the work.

Stanton, Ia.—The Stanton Grain Co. is reorganizing under the new co-operative law, to be known as the Stanton Co-operative.

Basset, Ia.—Mail addressed to the Farmers Equity Exchange has been returned by the post office with notation "business discontinued."

Plainfield, Ia.—Carl Boher, son of F. Boher, manager of the Farmers Co-operative Exchange, Prairie City, is manager of the Co-operative Ass'n elevator.

Wever, Ia.—Frank Patterson, former second man at the Farmers Grain & Supply Co. elevator, has been appointed manager to succeed the late "Ted" Owens.

Clemons, Ia.—The many friends of B. O. Sweet (Clemons Grain & Lbr. Co.) will sympathize with him in the recent loss of his wife after a long illness.—A. G. T.

Gillett Grove, Ia.—The 30,000-bu. annex for the Quaker Oats Co. is nearing completion. The new structure has eight bins; it is covered with galvanized iron, with a slab type foundation.

Liscomb, Ia.—Johnson & Bartine were hosts to 100 of their farmer customers at a dinner in the Reformed Church basement recently. A program of addresses and open forum discussion followed.

Malcolm, Ia.—H. B. Bookman, manager of the Farmers Elevator, has installed a twin phone loud speaking equipment permitting him to speak to a person in any part of the yard and receive reply.

Sioux City, Ia.—Paul Larson, grain inspector for this market, has been confined to the St. Joseph Hospital and at last reports was still staging a good fight which we all hope he will win.—A. G. T.

Tipton, Ia.—The Wilton Grain Co. has enlarged its business quarters at the Bossert Lumber Yard. Taking full possession of the main building, a portion of it has been fitted up for storage of feeds, seeds and grains.

Sheldon, Ia.—The Farmers Elvtr. Co-operative Elvtr. Co. entertained many farmers of the community at a supper and meeting in the banquet room of the Community Building Dec. 3, commemorating the 10th anniversary of Felco Feeds.

Sioux City, Ia.—The Sioux City Grain Exchange recently elected as officers the following: C. E. McDonald, president; A. P. Meyers, vice-president; W. H. Marriott, sec'y; A. D. Doherty, treasurer; C. R. Kerr and T. J. Kelly were re-elected directors.

Chickasaw, Ia.—The Old Chickasaw Mill has been sold to Frank Becker of New Hampton by Fred Kraft, owner. The old mill will be razed and in its place a night club will be built. The Chickasaw mill is reported to have been the first flour mill in Chickasaw County.

Doon, Ia.—Russell Whipkey, former second man at the Quaker Oats Co. elevator at Trent, S. D., has been promoted to manager of the company's local elevator. He replaces J. V. Paulson who resigned to take a position as manager of the feed mill of the Farmers Exchange Co. at Lake Park.

Lake Park, Ia.—The Farmers Elvtr. Exchange has awarded the contract to the T. E. Ibberson Co. for the erection of a new feed mill building and equipment. This 12 bin plant will be fitted with a Strong-Scott Attrition Mill, one-ton mixer, a speed cob crusher with 30 h.p. motor, two legs, a manlift, two warehouses and a receiving driveway.

Clarion, Ia.—New Strong-Scott Head Drives and new spouting as well as general repairs were made at the Farmers Elevator. The new 25,000-bu. annex has been completed to take care of additional storage. This is a high grade building, having six bins, a slab foundation, motor power and transmission machinery. The T. E. Ibberson Co. had the contract.

Cleves, Ia.—D. J. Peters, who operates an elevator here and is well known among the grain trade, had the misfortune during the last open pheasant hunting season of being shot in the foot by a 410 shotgun he was carrying in the field. Last reports were to the effect he will recover the use of the foot, which is very fortunate because shot at such close range.—Art Torkelson.

Osage, Ia.—A tear-gas bomb installed in the safe at the Osage Co-operative Grain Supply Co. prevented the safe from being rifled the night of Nov. 29. Thieves had gained entrance to the elevator office by battering in part of the door that leads to the landing platform of the elevator. They succeeded in moving the 700 lb. safe from its position in the office, and had knocked off the knob; but when the robber drilled into the mechanism of the safe, the bomb went off. The robbers fled without loot.

Anamosa, Ia.—The Anamosa Milling Co., which has been purchased from Elmer Headlee by E. H. Huibregtse, of Monticello, proprietor of the Monticello Feed Mill, has under construction a 10,000-bu. cribbed and iron-clad grain elevator and feed grinding and mixing plant, and a 24x60 ft. frame, iron-clad warehouse, one story high. The plant, on which construction has just begun, will have a full basement, and will be equipped with an attrition mill, a corn cracker, crusher and grader, a new Fairbanks 20-ton dump truck scale, enclosed Fairbanks-Morse motors, anti-friction bearings, and a truck lift. Younglove Construction Co. has the contract.

Mondamin, Ia.—In the suit brot by Reuben Thomas against the Farmers Co-operative Elevator, in which Francis Hoff was named as co-defendant, Judge Peters ruled Thomas was not entitled to relief as concerned the elevator company, and the suit was dismissed, costs of court charged to Thomas. Thomas' action was based on the claim that on June 16, 1939, Hoff, a tenant on the Thomas farm, had combined 34 acres of wheat and sold 676 bus. to the elevator. Of that Thomas claimed a half interest, 338 bus., placing on it a value of \$1.17 a bushel. Allowing a set-off of \$2 an acre for combining, he asked a net judgment of \$313.94. As the suit applied to Hoff, it was found he had not been served notice and his case was continued.

## KANSAS

Hutchinson, Kan.—The William Kelly Milling Co. sustained an electrical damage in a small motor recently.

Dighton, Kan.—A small motor in the Farmers Co-operative Elvtr. & Mercantile Ass'n elevator burned out recently.

Grinnell, Kan.—Jack Havercamp is new manager of the Shellabarger Mill & Elvtr. Co. elevator, succeeding Gus Depperschmidt.

Quinter, Kan.—Hobart Haney, formerly manager of the Shellabarger Mill & Elvtr. Co. elevator at Grinnell, is now manager of the Robinson Grain Co. elevator.

Salina, Kan.—W. J. Cates, superintendent for the Shellabarger Mill & Elvtr. Co., is convalescing at his home from a recent operation. Mr. Cates has been ill for the past two months, but is now recovering.

McPherson, Kan.—J. G. Maxwell & Co. are out of business; the last partner, Henry I. Maxwell, passed away about two months ago. —Carl A. Grant, special administrator, Henry L. Maxwell Estate.

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IMMEDIATELY." GRAIN  
TREATED LAST FALL  
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SUMMER HANDLING WITHOUT  
ANY SIGNS OF REINFESTA-  
TION.**

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Meade, Kan.—The George E. Gano Grain Corp. has rebuilt the superstructure of its elevator, and added height has increased the facility of handling grain. It has been recovered with galvanized iron to harmonize with the rest of the building.

High winds this month damaged property of the following Kansas companies: Louisburg Elvtr. Co., Louisburg; Midland Flour Milling Co., Halstead; Consolidated Flour Mills Co., Pawnee Rock; Western Terminal Elvtr. Co., Chase. The losses were small.

Hutchinson, Kan.—This is a good time to see and talk with your newly elected legislative representatives and ask them to support legislation which will in a measure regulate the tramp merchant.—J. F. Moyer, sec'y, Kansas Grain, Feed & Seed Dealers Ass'n.

Beloit, Kan.—We are installing a Fairbanks-Morse grinder to be powered by a 30 h.p. Fairbanks-Morse Motor at our Beloit Elevator. Was necessary for us to build a new warehouse 20x60 ft. to make this installation possible.—J. L. Schulte, The Mitchell County Farmers Union Co-op. Ass'n.

## KENTUCKY

Versailles, Ky.—The Woodford Feed Co. recently opened for business, Robert H. Cleveland and Robert McConnell, Jr., owners.

Albany, Ky.—The S. P. Tuggle feed store was destroyed by fire together with its contents the morning of Nov. 18. Several thousand dollars worth of feed, seed and other merchandise was destroyed. The loss was partly covered by insurance.

## MARYLAND

Baltimore, Md., Dec. 5—Mrs. Benedict and I are well on the road to recovery.—O. W. Benedict.

## MICHIGAN

Eaton Rapids, Mich.—The Long Bean & Grain Co. has installed a new seed cleaner.

Belding, Mich.—A line feed mixer has been installed in the plant of the Belding Co-ops.

Schoolcraft, Mich.—The Knappen Farm Service Co. recently installed a new corn drier.

Hudson, Mich.—Paul Krieber installed a Kelly Duplex Vertical Feed Mixer, one ton capacity.

Milan, Mich.—A Zip sheller and blower has been installed in the Saco Mercantile Co. elevator.

Elkton, Mich.—The Elkton Elevator recently installed six fluorescent light tubes in the bean-ery room.

Pigeon, Mich.—The Pigeon Co-ops has installed a cleaner driven by a 5 h.p. fully enclosed motor.

Byron, Mich.—A Blue Streak Jr. corn cutter and grader has been installed in the Central Elvtr. Co. plant.

Homer, Mich.—Lightning rod protection has recently been installed on the plant of the Cortright Milling Co.

Arthur (Reese p.o.), Mich.—William Mueller & Son have installed a truck hoist driven by a 1 h.p. motor in the elevator.

Alto, Mich.—Bergy Bros. have added a two story 44x30 ft. addition to its elevator and installed a one-ton electric hoist.

Mendon, Mich.—A hammer mill with built-in crusher and tramp iron separator has been installed in the Little Bros. elevator.

Carsonville, Mich.—A ball bearing cleaner and several fully enclosed motors have been installed in the Bad Axe Grain Co. elevator.

Gobles, Mich.—A twin screw feed mixer driven by a 7½ h.p. motor has recently been installed in the Goblesville Milling Co. plant.

Mulliken, Mich.—The Minor Walton Bean Co. has installed a Prater Jr. Corn Cracker and grader driven by a 3 h.p. fully enclosed motor.

Breckenridge, Mich.—The Breckenridge Grain & Bean Co. plant was slightly damaged, recently, by a customer's truck which was out of control.

Clinton, Mich.—The Atlas Milling Co. has recently completed the installation of a Hughes Steel King Hammer Mill with a built-in crusher and electromagnetic separator driven by a 60 h.p. motor.

Freeport, Mich.—Repairs are being made at the Cheesebrough Mill following damage done by recent high winds when the smokestack was wrecked.

Woodville (White Cloud p.o.), Mich.—The Frutchey Bean Co. is now operating the local elevator which is owned by the Wolverine Grain & Bean Co.

Manchester, Mich.—The Blaess & Sons feed mill has been leased to Mann & Sons of Bridge-water. A Line mixer driven by a 2 h.p. fully enclosed motor has recently been installed.

Plainwell, Mich.—A 24-ft. addition has been added to the feed mill of Johnson & Hansen to provide additional warehouse space. They also have installed a cob conveyor driven by a 1 h.p. motor.

Eaton Rapids, Mich.—New equipment recently added to the Farmers Warehouse Co. plant consists of an elevator leg, a new bean and grain cleaner, a corn cracker and grader and three small motors.

Gregory, Mich.—A Gruendler hammer mill has been installed in the plant of the Gregory Farmers Elvtr. Co. operated by M. H. Cole. The mill is equipped with an electromagnetic type of tramp iron separator.

Allegan, Mich.—The Allegan Farmers Co-op has constructed a coal shed just south of its feed mill and in the spring will build a warehouse to replace the one near the N. Y. C. Railroad depot which was destroyed by fire.

Au Gres, Mich.—Thomas Hartwick & Sons of Pinconning have opened a buying station in the old D & M freight warehouse. They have installed a Superior Cleaner and elevator legs driven by a 7½ h.p. fully enclosed motor.

Frankfort, Mich.—The Frankfort Milling Co. has moved its stock from the building it occupied and which was wrecked by the storm Nov. 11, to the Anderson building on Main St. Business will be carried on from this location during the winter.

Blanchard, Mich.—The flour and feed mill of Homer DeWitt has been reopened after a period of idleness of about three years, with J. C. Nichols, manager. A new hammer mill with built-in crusher and permanent magnet type tramp iron separator has just been installed.

Carleton, Mich.—The elevator operated by Kahlbaum Bros. since 1880 was destroyed by fire early Nov. 28. The blaze, which started near the top of the elevator, destroyed 12,000 bus. of grain, corn, oats and soybeans. Edward Kahlbaum, one of the owners, estimated the damage at \$50,000. The company last summer completed its diesel engine room and the installation of considerable new equipment. The engine room, shut off from the remainder of the mill, was only slightly damaged. It is expected the plant will be rebuilt.

Blanchard, Mich.—The Michigan Bean Co. elevator is undergoing a thorough overhauling. New machinery consists of a Blue Streak Hammer Mill driven by a 25 h.p. fully enclosed motor, a seed cleaner, and a Nickle Crusher-Feeder driven by a 3 h.p. fully enclosed motor.

Coldwater, Mich.—An addition is being built onto the south side of the Coldwater Co-operative Co. elevator in which will be installed a Hughes Steel King Hammer Mill with built-in crusher and electromagnetic separator driven by a 75 h.p. motor, enclosed in a fire resistive room.

Standish, Mich.—John Mitzryk of Pinconning, who recently purchased the local elevator from C. F. Hall, has completed the installation of feed mill equipment and installed electric motors to drive the entire plant. The equipment consists of a Blue Streak Hammer Mill equipped with a built-in crusher and tramp iron separator, a feed mixer, and a Sidney Sheller. All the motors except the 50 h.p. driving the hammer mill are of the fully enclosed type.

Lansing, Mich.—The high wind of Nov. 11th did considerable damage to a large number of mills and elevators in the state of Michigan, over 80 claims for loss having been made to the Michigan Millers Mutual Fire Insurance Co., which insures most of the mills and elevators in that state. Major losses occurred at the plant of the Zeeland Farmers Elvtr. Co. and the Holland Co-operative Elvtr. Co. The storm seemed to do more damage in the Western part of the state than in the Eastern part.

The wind storm that swept thru Michigan on Armistice Day damaged property causing small losses to the following firms: Michigan Bean Co., Blanchard; Bangor Fruit Growers Exchange, Bangor; Blissfield Co-op. Co., Blissfield; Carson City Elvtr. Co., Butternut; Byron Center Co-op. Co., Byron Center; Caledonia Farmers Elvtr. Co., Caledonia; Caro Farmers Co-op. Elvtr. Co., Caro; Rockafellow Grain & Seed Co., Carson City; Wallace & Morley Co., Caseyville; Harry D. Shaw, Cedar Springs; Reynolds Hay & Grain Co., Centerville; The Albert Todd Co., Corunna; J. F. Spelman Co., Covert; Byron M. Green, Arthur & Wesley Wilson, Deckerville; Henry F. Jacobs, Edwardsburg; Erie Elvtr. Co., Erie; Harrison Elvtr. Co., Harrison; Harrisville Grain & Lumber Co., Harrisville; M. R. Fuller, Hart; Holland Co-op. Co., Holland; Howell Elvtr. Co., Howell; Frutchey Bean Co., Kingston; Falmouth Co-op. Co., McBain; Marion Elvtr. Co., Marion; Mattawan Feed Exchange, Mattawan; Morley Produce House, Morley; Peter V. Olk, Munith; William Drew Co., Otsego; Pompeil Farmers Elvtr. Co., Pompeil; Prescott Grain Co., Prescott; Knappen Milling Co., Richland; D. Mansfield & Co., Rodney; Saline Mercantile Co., Saline; Holmes Milling Co., Weidman; West Branch Lumber & Supply Co., West Branch; Westphalia Milling Co., Westphalia; Rockafel-



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low Grain & Seed Co., Ashley; Bannister Elvtr. Co., Bannister; Boyne City Co-op. Co., Boyne City; Eureka Elvtr. Co., Brown City; Central Elvtr. Co., Byron; C. A. Davis, Eden; Michigan Bean Co., Fenton; N. J. Brouwer Elvtr., Forest Grove; Wallace & Morley Co., Gagetown; Hamilton Farm Buro. Hamilton; H. W. & C. A. Peavy, Howell; Otto B. J. Lass, Nashville; Robert S. Brown, Nunica; Bad Axe Grain Co., Port Hope; Frutchey Bean Co., Saginaw; considerable damage was done at the plants of the Portland Elvtr. Co., Portland; the Holland Co-op. Co., Harlem.

## MINNESOTA

Pennock, Minn.—An addition is being built to the Pennock Grain Co. elevator.

Oklee, Minn.—Work is under way on remodeling of the Farmers Elevator No. 2 here.

Morris, Minn.—H. O. Eames, grain dealer here for more than 40 years, died Nov. 25 of a heart attack.

Ivanhoe, Minn.—A new seed cleaning plant has been constructed by the Farmers Independent Elvtr. Co.

Duluth, Minn.—Members of the Duluth Board of Trade held a meeting Nov. 27 to discuss and consider the proposed change in rye grades.—F. G. C.

High winds in Minnesota Nov. 11 damaged property of the Ostby Elvtr. Co., Elbow Lake; H. M. Noack & Sons, Morton; Winthrop Elvtr. Co., Winthrop.

St. Paul, Minn.—Peter H. Tierney, 79, died Nov. 23. He was in the hay and grain business here for 35 years previous to his retirement fifteen years ago.

Duluth, Minn.—Edmund P. Pillsbury, who represented the Pillsbury Flour Mills Co. as wheat buyer in this market, has closed the office here and returned to Minneapolis for the winter.—F. G. C.

Pipestone, Minn.—A new 10,000-bu. elevator has been completed on the Gus Appledorn farm northeast of Pipestone. The structure has been equipped with modern elevating machinery and will be used for grain storage and feeding operations.

Elmore, Minn.—The Farmers Elvtr. Co. has awarded the contract to the T. E. Ibberson Co. to build a large addition to its present feed mill. Special bins and special processing equipment will be provided. A new hammer mill of a modern make will be installed. A receiving driveway and additional bins for service to the trade will be provided.

Duluth, Minn.—Right on the heels of the ending of navigation a severe storm and bitter cold weather developed. The weather bureau reported it was the coldest Dec. 3 (19 degrees below) in the 70 years' history of the bureau. Blinding snow, heavy wind and bitter cold, tied up shipping, making shifting of vessels difficult even aided by tugs to get to docks and elevator moorings.—F. G. C.

## MISSOURI

Butler, Mo.—Elmer H. Hardinger has opened a few feed store here.—P. J. P.

Valley Park, Mo.—The elevator of the Valley Park Co-op. Elvtr. Ass'n was damaged by high winds Nov. 11. Loss was small.

Green City, Mo.—George L. Sparks of Shelby has succeeded Ralph Cochran as manager of the Farmers Co-op. Shipping Ass'n, No. 2830 elevator.

Carthage, Mo.—The safe of the Farmers Exchange, a unit of the Missouri Farmers Ass'n, was blown open during the night of Nov. 25 and \$416, including \$193 in checks, was stolen.—P. J. P.

St. Louis, Mo.—Nominating com'te for the annual election of officers of the St. Louis Merchants' Exchange to be held Jan. 9 was named recently as follows: W. A. Brown, chairman; A. H. Beardsley, G. L. Kelley; R. E. Wiese; J. H. Albrecht.

Advance, Mo.—V. C. Barnett, 60, on Dec. 4 faced a two-year prison sentence after pleading guilty in circuit court Dec. 2 to charges of arson, admitting having started the fire that destroyed the Stoddard Mill & Grain Co. buildings here the night of Mar. 31. Barnett's son, David, also arrested in connection with the fire, took a change of venue and his trial was scheduled to come up at Kennett during week of Dec. 9.—P. J. P.

Mexico, Mo.—Following the appointment of Paul Peer as receiver of the William W. Pollock Milling & Elvtr. Co. plant recently on the request of the Mexico Savings Bank, the mill was closed Nov. 26 and 27 during a process of inventory. At a session of the Audrain Circuit Court Nov. 30, Ray Carroll of Mexico, Carl Bolte, Slater, and Alvin Smith of Laddonia were appointed appraisers for the company property. Mr. Peer was authorized to employ a crew of six to aid in the temporary operation and preservation of the assets and business of the mill. Suits on notes totalling \$17,000 have been filed by the First National Bank. W. W. Pollock, 71 year old president of the company, is ill in Missouri Baptist Hospital in St. Louis.—P. J. P.

## KANSAS CITY LETTER

Robert O'Brien has been elected to membership in the Kansas City Board of Trade.

The Staley Milling Co., North Kansas City, is planning to erect a two-story building 55x110 ft., for office and warehouse purposes.

Mid-Continental Laboratories, yeast feed manufacturer, recently purchased a building on East Fifteenth St. to take care of expanding business. The company will move into its larger quarters Dec. 15.

The com'te to name nominees for the 1941 officers of the Kansas City Board of Trade has been named as follows: H. J. Smith, chairman; E. R. Jensen, E. C. Meserve, Jr., G. F. Hiltz, W. C. Goffe. By resolutions of the Board of Trade directors, a new method of nominating candidates for the directors of the Grain Clearing Co. will be inaugurated this year. Eight nominees will be named by a nominating com'te instead of chosen by the open membership. Exchange members have the privilege of petitioning for not more than four additional candidates.

## NEBRASKA

Kearney, Neb.—The old Red elevator, purchased recently by the state industrial school, is being razed.

Mead, Neb.—The Farmers Union Co-operative Co. recently installed a 30-ton scale with a 10x40-ft. platform.

Omaha, Neb.—The many friends of Hugh A. Butler of the Butler-Weiss Grain Co. will deeply regret to learn of the serious automobile accident to Mrs. Butler, who is still confined to a hospital at Holdrege with fractured vertebrae.

Crete, Neb.—The Crete Mills purchased most of the milling machinery from the plant of the Rosedale Milling Co., Kansas City, Mo., and will use part of it to complete the new corn mill the company is installing here. The company had an electrical breakdown in the main mill motor on Nov. 18.

Norfolk, Neb.—Allied Mills entertained fifty northeast Nebraska dealers at dinner at Hotel Norfolk the evening of Dec. 11, preceding a program of educational pictures and talks on subjects of interest to the feed trade. Similar meetings were scheduled for Spencer, Ia., Sioux City, Kearney and Omaha, Neb., on Dec. 9, 10, 12 and 13 respectively.

Orchard, Neb.—Fire threatened to destroy the elevator of the Gordon Drayton Grain Co. Dec. 2 when a motor in the cupola burned out. Corn was being run thru when it was discovered the machinery was not running smoothly. Investigation disclosed the fire. Employees held the flames in check until the arrival of the fire department. Loss was confined to a burned floor in the cupola and the motor.

Laurel, Neb.—Benjamin H. Bell, 59, grain and feed dealer here for 32 years until he retired a few months ago because of ill health, died at an Omaha hospital Nov. 25 of a heart ailment.

Nebraska City, Neb.—The Duff Grain Co. closed its grain brokerage office Nov. 30 after nearly 50 years of continuous operation. E. A. Duff, president, assigned no specific reason for the move. E. A. VonGillern was manager and telegraph operator for nearly 40 years. The Duff company once was one of the largest operators of country elevators in the middle west. It sold its extensive holdings many years ago, retaining the brokerage office.

Tangeman (Talmage p. o.), Neb.—The suit of the Farmers Union Co-operative Ass'n of Tangeman v. the Farmers Union Co-operative Ass'n of Talmage recently was heard. The Talmage company leased the Tangeman elevator in 1936. The Tangeman co-operative sued the Talmage co-operative for \$209.17, alleged due as rent. Declaring that the contract was a mistake, the Talmage Co-op. filed a counter-claim against the Tangeman firm, alleging that \$1,520.29 too much already had been paid in rent.

Nebraska City, Neb.—Plans for the 150,000-bu. head house to be built here for Hart-Bartlett-Sturtevant Grain Co., are being completed by Horner & Wyatt, consulting engineers, and it is expected that building contracts will be awarded for the construction by mid-December. The headhouse is being designed to receive grain by rail, truck and water and to ship grain by rail and water. Ultimate expansion of storage facilities to as much as 500,000 or 1,000,000 bus. is being provided for in the plans. The new unit will be located on the Nebraska City Dock Board's property.

## NEW MEXICO

Roswell, N. M.—The Roswell Trading Co. recently installed a No. 2 Kelly Duplex Vertical Feed Mixer, ton capacity with motor drive.

## NEW YORK

Franklinville, N. Y.—A 10 h.p. fan cooled fully enclosed motor has been installed in the Ferris feed mill to operate the freight elevator.

Brockport, N. Y.—A Superior bean polisher driven by a 10 h.p. fully enclosed motor has been installed in the plant of George S. Terry & Co.

Clifton Springs, N. Y.—An entire new roof has been placed on the George W. Haxton & Co. elevator and electric power has been installed, consisting of all fully enclosed motors.

Freedom, N. Y.—A 1½-ton Sprout, Waldron Mixer driven by a 5 h.p. motor has been installed in the plant of M. A. Phillippi. He reported a small loss sustained at his plant in November because of high winds.

Victor, N. Y.—George W. Haxton & Son, Inc., has just completed the remodeling of the Loomis Warehouse into a bean elevator. Equipment consists of a F54 bean cleaner, Oxford Polisher, Judson Centrifugal Picker, and 16 hand pickers, all of the equipment being driven by fully enclosed self-ventilated motors. Additional protection has been provided on the electrical installation to eliminate damage from lightning or other high voltage surges that might enter the plant on the service conductors.

Buffalo, N. Y.—A dramatic race of the grain trade against time and the abnormal fall weather of the Great Lakes has been won by Cargill, Inc., which already has stored 2,000,000 bus. of wheat in part of its new grain elevator while construction of the remainder continues. Erection on Buffalo's waterfront of the giant structure which will have a capacity of 6,000,000 bus., did not start until mid-September. One-third already is in use. All but the roofing over another one-third has been finished and the final third is near enough to completion to insure its being packed with grain before lakes navigation closes for 1940.—G. E. T.

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New York, N. Y.—Jesse L. Livermore, 62, prominent stock and grain trader and at one time a member of the Chicago Board of Trade, ended his life Nov. 28. Mr. Livermore started as an office boy in a Boston brokerage house at the age of 16. He had amassed and lost several large fortunes thru his trading activities.

## NORTH DAKOTA

Sarles, N. D.—Cargill, Inc., is building a 40,000-bu. annex to its local elevator, making extensive repairs on the elevator and installing a new scale. The T. E. Ibberson Co. is doing the work.

Wilton, N. D.—Arthur James McGahey, 64, farmer living near here, died Nov. 19. Mr. McGahey was a co-partner with George Lenhart in the Occident Elevator & Lumber Co. here for several years.

## OHIO

Shiloh, O.—Alfred James installed a Kelly Duplex Hammer Mill.

Sycamore, O.—The Sycamore Mill & Supply Co. recently installed a Western Pitless Sheller.

Toledo, O.—The Toledo Board of Trade will hold its annual election of officers and directors Monday, Jan. 6, 1941.

New Hampshire, O.—The New Hampshire Grain Co. recently bot a Steinlite Moisture Tester thru the Sidney Grain Machry. Co.

Bellevue, O.—The Hergert Feed Store has been purchased by the Jay Fenn Co. It will continue operations in the same location.

Townwood (Leipsic p.o.), O.—The Mennel Milling Co.'s elevator was totally destroyed by fire of unknown origin early in the morning of Nov. 28.

Toledo, O.—George R. Forrester of the G. R. Forrester Co., and president of the Toledo Board of Trade, will spend a well-earned vacation in Florida.

Kirby, O.—Kirby Elevator recently bot a new Ajax Hammer Mill and ton Kwik-Mix Mixer with motor and drive from the Sidney Grain Machry. Co.

Plymouth, O.—Charles H. Einsel, 81, who had conducted a number of grain elevators in Seneca County and elsewhere including an elevator here, died Nov. 25 at Tiffin.

Toledo, O.—D. L. Norby, local manager for Cargill, Inc., is building a home at Perrysburg, O., 10 miles from Toledo. He expects to have it ready for occupancy about Christmas.

Dixon, O.—Because of ill health I have found it necessary to retire from business. I have disposed of my interests here to the Monroeville Equity Exchange Co., Monroeville, who took possession Dec. 2.—D. W. Long.

New Washington, O.—The New Washington Equity Co. has opened an up-town store for the convenience of many of its patrons. Ned Fry is manager of the company's elevator and will be in charge of the store which will be open evenings only.

Columbus, O.—Directors of the Ohio Grain, Mill & Feed Dealers Ass'n held a meeting in the Deshler-Wallick Hotel Dec. 8, at 2:30 p.m., when problems and questions of interest and importance to the grain trade were considered and discussed.

Mount Sterling, O.—In an action brot in Common Pleas court recently against the Teegardin Cook Grain Co. by The Ohio Cultivator Co. involving a contract for a number of corn planters, verdict for \$980.55 was returned in favor of the plaintiff.

Clyde, O.—The Irvin T. Fangboner Co., whose elevator was destroyed by fire Nov. 20, has established an office in its small frame building across from the burned structure and is transacting business from there until plans for the future are made.

Dixon, O.—The Monroeville Co-operative Equity Union Exchange purchased the D. W. Long elevator at this station. The new owner will operate this elevator under the management of John Crabill, who also supervises the Monroeville elevator.—A. E. L.

Toledo, O.—Ben C. Hoffner is an applicant for membership in the Toledo Board of Trade. Mr. Hoffner, associated with the grain trade here for many years, is newly appointed manager of the local office of Hulburd, Warren & Chandler. He formerly represented Lamson Bros. & Co.

Steubenville, O.—The firm of Hindman & Neiger, organized in 1920, following the death of Mr. Hindman in 1922 has been under the ownership and management of W. H. Neiger. The Hindman & Neiger Co. were successors to Rhodes & Neiger following the dissolution of that partnership in 1920.—W. H. Neiger.

Columbus, O.—One hundred and forty-six farmer owned Ohio Grain elevator companies operating 186 plants showed an average net profit of \$5,535 last year, highest since 1936, reports B. A. Wallace, Ohio State University's farm marketing specialist. The concerns had total outstanding capital stock of \$4,060,658 with a combined net worth of \$6,702,910, Wallace reported. The plants are engaged in marketing grain, grinding feed and selling farm supplies.

Hamilton, O.—The Carr Milling Co.'s plant is being razed. Mrs. Jessie Carr Burgess, owner of the property, has not announced what disposition will be made of the property in the future. The machinery has been sold to the Troy Milling Co. The property was converted into an elevator by William E. Brown in 1868. Since then many changes have been made. The flour mill addition was built in 1883. The concrete elevator was constructed in 1900. The plant has not been operated in recent months.

Among Ohio grain companies reporting small losses sustained at their plants as the result of high winds Nov. 11 were the Coldwater Grain & Coal Co., Coldwater; Island Grove Mills, Greenfield; Deeds & Sons, Lancaster; Otis J. Bear, Leipsic; C. A. Hiegel, West Leipsic; Sark & Plum, Lilley Chapel; Willard Farmers Exchange, Willard; Buckingham Grain & Seed Co., Bellevue; Evansport Milling Co., Evansport; The Sun Grain Ass'n, Rising Sun; Doud Grain Co., Sherwood; Buckingham Elvtr. Coal & Supply, Willard.

Maumee, O.—A labor dispute that started last August between the Anderson Elvtr. Co. and the Flour, Feed & Grain Elvtr. Workers Union was settled on Nov. 29. The new contract does not provide for a closed shop but it sets up a scale of wages and provides that workers shall be elevator operators. The company also agreed not to try to prevent its employes from joining a union. Two strikers were reinstated, ten more were placed on a preferential list and several others were paid varying sums of money with the understanding that they waive all rights to future employment in the plant.

## OKLAHOMA

Three Sands, Okla.—The Kay County Co-operative Ass'n has installed a larger power plant at its elevator south of here.

Sumpter (Braman R. D.), Okla.—A high powered electric motor has been installed in the Kay County Co-operative Ass'n elevator.

Tonkawa, Okla.—The Kay County Co-operative Elvtr. Ass'n recently completed improvements at its elevator, increasing about 30 per cent its handling rate, William Hanz, manager, stated.

Mooreland, Okla.—The Farmers Co-operative Trading Co. will erect an 80,000-bu. capacity grain elevator, of concrete construction thru-out, with nine bins three of which will be overhead. The structure will be 115 ft. high. Contract has been let to Chalmers & Borton.

## PACIFIC NORTHWEST

Yakima, Wash.—Reese & Sons feed store was damaged by a small fire the night of Nov. 28.

Spokane, Wash.—Karl Bumgarner was re-elected sec'y of the Spokane Grain Merchants Ass'n.

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Largest Capacity, Handles  
All Grain or Seed,  
Lowest Price Quality Construction—Built in 6 Sizes.

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Established 1824

Seattle, Wash.—The V. C. Wolfe Feed Store has been purchased by Walter Hinz who will continue its operation.

Seattle, Wash.—The Pacific Northwest Feed Ass'n Inc., will hold its annual meeting at the New Washington Hotel Feb. 19-20.

Oak Harbor, Wash.—The Lindbloom Co. has changed its name to Farmers Feed & Seed Co., effective Dec. 1. Art Harris is manager. The Lindbloom Co. of Mount Vernon with which the local company is incorporated recently made the change.

## PENNSYLVANIA

Centre Hall, Pa.—William McClanahan, 72, former local grain dealer, died recently following a heart attack.

Saegertown, Pa.—Daniel A. Thomas, 78, for many years engaged in the feed business here, died on Nov. 11 after a month's illness.

Philadelphia, Pa.—R. F. Cunningham & Co., a division of the States Grain Corp., has been formed here by Richard F. Cunningham. Mr. Cunningham has been associated with the grain trade for about 15 years and is a former vice-president of the Seaboard Western Grain Corp. The new firm will deal in grain, grain products and feed materials.

Jersey Shore, Pa.—The plant of the Pennsylvania Soy Bean Co-op. Ass'n in the former Herritt building will reopen about Dec. 1 for processing into oil and meal the present crop of beans. A new building for storage of sacked meal will be erected at the rear of the processing plant, Emory Mohn, manager, stated. The plant has storage capacity of approximately 5,000 bus. of beans.

## SOUTH DAKOTA

Aberdeen, S. D.—Jesse Bean, 81, pioneer grain dealer, died Nov. 28.

Altamont, S. D.—The H. R. Tall Elevator was damaged by high winds Nov. 11. The loss was small.

Wetonka, S. D.—A new 15-ton scale was installed at the Pacific Grain Co. The T. E. Ibberson Co. had the contract.

Beresford, S. D.—Theodore Torberson, 66, at one time manager of a local elevator, died at his home in Canton, recently, following a paralytic stroke.

Strandburg, S. D.—A new 15-ton Howe Scale was installed here for the Pacific Grain Co., along with new Strong-Scott Air Lifts. The T. E. Ibberson Co. did the work.

Aberdeen, S. D.—John G. Haugen, 57, well known grain man in this community, died at his home Nov. 30 after a long illness. For the past 26 years he had been a traveling representative for the Benson Quinn Co. of Minneapolis.

Viborg, S. D.—The New London Elevator, which has been idle for some time, recently was purchased by H. B. Erickson who will move it to the site of the old Fetzner elevator, also owned by Mr. Erickson, where it will be rebuilt and remodeled for operation. The old Fetzner elevator will be taken down to make way for the new set-up. Mr. Erickson will use the north elevator for grain storage, operating his grain and feed grinding business in the new location.

Colman, S. D.—The management of the Farmers Co-operative Elevator which was destroyed by fire Nov. 17 has taken offices in the unused Atlas Elevator and is handling the coal and grain business there. The loss of \$38,000, estimated from the destruction of the company's elevator, equipment and contents, is partially covered by insurance. Stored in the structure were 19,000 bus. of government corn, 5,500 bus. of seed flax, 8,000 bus. of oats, 2,000 bus. of barley and wheat and 1,000 bus. of rye. Plans are underway for rebuilding the plant.

## SOUTHEAST

Stuart, Va.—Fire of undetermined origin destroyed DeHart's grist mill, three miles east of here on the Mayo River, early Nov. 10. The loss was partly covered by insurance.

Charlestown, W. Va.—James A. Dailey, proprietor of the Oakland Dairy farm southeast of town, purchased the Duffields elevator property including with the elevator and equipment an acre of land bordering the Baltimore & Ohio tracks.



Fountain Inn, S. C.—The Ellison Milling Co.'s new roller mill is nearing completion. It is a combination of flour, grits and corn mill and will be ready for operation by Jan. 1.

Newton, N. C.—Robert Sinclair Daniel and Thomas Gaines Daniel, trading as the Newton Roller Milling Co., were indicted Nov. 15 by a federal grand jury at Asheville for using the mails to defraud. They are alleged to have defrauded the National Stock Yards National Bank, National City, Ill., and the Inland Warehouse Co., Chicago, of at least \$23,000 by "making fraudulent misrepresentations" about grain held in an elevator and storage house here. The two will be tried at the next criminal term of court at Statesville.

## TENNESSEE

Nashville, Tenn.—The Ralston Purina Co. is taking bids for the construction of an addition to its present plant. The building is to be of brick, structural steel and concrete on a concrete foundation. J. C. Clardy of Nashville is the architect.—J. H. G.

Memphis, Tenn.—A. C. Westervelt, for many years sec'y of the Merchants Exchange Clearing Ass'n until his retirement several months ago because of ill health, died Nov. 26. Practically all of his life was spent in the cottonseed products trade. He was a pioneer feed manufacturer, having started with the old American Milling Co. about 1903.

## TEXAS

Terrell, Tex.—The Terrell Milling Co. recently installed a No. 6 Kelly Duplex Ear Corn Crusher and Feeder.

## WISCONSIN

Middleton, Wis.—The warehouse of the William Hoffman Co. was slightly damaged by high winds Nov. 11.

Blair, Wis.—Brie Olson has installed in his Olson Feed Store a 130-h.p. diesel engine and a 50-h.p. hammer mill with a drag feeder.

Barre Mills (La Crosse p. o.), Wis.—Fire destroyed the Barre Mills feed mill recently. Arthur Broitzman, owner, will rebuild the plant.

Strum, Wis.—S. H. Van Gordon & Son began operation of their new diesel operated plant in November. A new hammer mill was also installed.

Medina, Wis.—Henry Ruscher, operator of the Medina Feed Mill, was married Nov. 8 at Greenville, Wis., to Miss Anita Doell.—H. C. B.

Stetsonville, Wis.—Peter Bootzen Co. with headquarters at Medford has opened a branch here. New equipment installed includes a hammer mill with a drag feeder.

Milwaukee, Wis.—The rate of interest for the month of December, 1940, has been determined by the finance com'te of the Milwaukee Grain & Stock Exchange at 5 per cent.

Neillsville, Wis.—"Red" Van Gordon recently turned the management of the H. H. Van Gordon feed plant over to his brother and is with the Wisconsin National Guard unit in Louisiana.

Oshkosh, Wis.—A contract was closed Dec. 2 by the Wisconsin conservation commission with the Schmidt Milling Co. to provide ten tons of corn for bird feed in this area this winter.—H. C. B.

Whitewater, Wis.—The public was invited to attend the opening of the new feed warehouse addition at the Whitewater Consumers' Co-op Dec. 4. Several hundred persons responded.—H. C. B.

Green Bay, Wis.—Seventy-five retail feed dealers from throughout Northern Wisconsin attended a dinner meeting here at Hotel Northland recently sponsored by the Arcady Farms Milling Co., Chicago.

Milwaukee, Wis.—An amendment to the rules of the Milwaukee Grain & Stock Exchange has been adopted increasing the minimum brokerage rate on cash grain for buying between members to one-half the commission rate.

Oxford, Wis.—The electrically operated feed grinding mill here was burned early in December. The structure was built about 40 years ago from materials salvaged from a similar building erected nearly a century ago.—H. C. B.

Rush Lake, Wis.—The old grain elevator formerly owned by the Middleton Lumber & Fuel Co., of Ripon and recently sold to Neil Beier, has been torn down. The elevator was built 75 years ago and had been in use during the years until late last fall.

Superior, Wis.—Plans are in progress for erection at Tower Bay Slip of the 2,000,000-bu. capacity terminal elevator for the Farmers Union Grain Terminal Ass'n of St. Paul, Minn. M. W. Thatcher is the company's general manager; Leo W. Peleske is consulting engineer.

Sheboygan Falls, Wis.—The Sheboygan Falls Co-op Ass'n's new elevator and feed mill is practically completed. The 18x20-ft. elevator structure stands 50 ft. high and has a capacity of approximately 2,000 bus. It will be used for storing corn and oats. The plant is equipped with one leg and six storage bins besides feed grinding machinery. A Strong-Scott feed mill has been installed.

## Supply Trade

Plain City, O.—Latham & Nau have been the proud possessors of a weight per bushel tester made more than 40 years ago by E. & T. Fairbanks & Co., of St. Johnsbury, Vt. The scale stands about 30 inches high and weighs about 50 lbs. The bucket holds one-half bushel and the beam is about 2 ft. long, graduated up to 65 lbs. for wheat and 32 lbs. for oats.

Ottawa, Ont.—John J. Lyons, who rose from telegraph boy to the presidency of Capital Trust Corp., Ltd., died Nov. 24. While engaged in the contracting business, Mr. Lyons built the first grain elevator at Port Arthur, Ont., which was constructed in 1883 for the C. P. R. Ry. Elevators on the same site later were known as the King and Gillespie elevators, and the house at this location now is Pool Terminal 2 operated by Manitoba Pool Elevators.

Akron, O.—America's synthetic rubber industry, which was no bigger than a chemical test tube a few years ago, has embarked on a 1940-'41 expansion program which will raise the capacity of four leading producers to 20,000 tons a year. This infant industry, already firmly entrenched in some fields of manufacturing, is steadily gaining in economic stature, partly as a result of the war and partly because the artificial product is superior to natural rubber for many industrial uses.

Winnipeg, Man.—Geo. H. Kelly, partner in Kipp-Kelly, Ltd., milling engineers and machinery manufacturers, died Nov. 28, at the age of 80 years. During the first World War, Mr. Kelly was associated with the Canadian Wheat Board and handled all flour purchases for the Allies. In his youth he worked in mills and elevators in western Canada, and in 1881 moved to Winnipeg, later becoming general superintendent of the Ogilvie Flour Mills Co., Ltd., which he left to start his own business.

New York, N. Y.—A conspiracy to control the price and production of nitrates was charged by the federal government Dec. 4 in six indictments of 11 corporations and 32 individuals. Nitrates are used in the manufacture of fertilizer and other industries. The indictments charged that the alleged conspiracies existed thru restrictive and secret contracts with producers and marketers of various nitrates throughout the world, including Canada, England, Norway, Sweden, Switzerland, Germany, Poland, Belgium, Japan, and Chile.

Silver Creek, N. Y.—Many of our readers will profit by perusing a new and interesting book just released by well known makers of modernized corn cutting, cleaning and grading machinery, an informative publication illustrating and describing several of the newest developments in "steel cut" corn making. A request to S. Howes Co., Inc., for a copy of this new catalog, "golden cut" No. 167, will put in your hands a book of lively interest to all feed grinders desirous of being well informed on all new equipment offered for making "steel cut" corn.

St. Louis, Mo.—The Ralston Purina Co. operates 17 semi-trailers designed to haul 10 tons per load. These trailers average 1,000 miles per week, with those at Wilmington running 3,000 miles per week each. For trips over 100 miles per round trip the experience of the Ralston Company has shown that it is more economical to operate tractor-trailer units than straight trucks. Motor transport has made possible lower inventory, quicker turnover and fresher stocks of merchandise to dealers. A feed merchant, they find, is particularly gratified to have this type of service.

## This Elevator Equipped with a

# HESS

DIRECT  
HEAT

# DRIER

and Cooler



The McGuffey Elevator Co.  
McGuffey, Ohio

They're Profit Makers

## HESS WARMING AND VENTILATING CO.

1211 SO. WESTERN AVENUE  
CHICAGO, ILLINOIS



## World's Largest Grain Elevator

(Continued from page 492)

keeps many facilities besides its own busy the year around.

Cargill's Albany elevator is only a part of the huge development known as the Port of Albany, which is governed by the Albany Port District Commission, created by a special act

of the legislature at the turn of the last decade. It extends for 21 miles along each bank of the Hudson river, and is referred to as the Albany side and the Rensselaer side, with 200 acres on the Albany side, and 100 acres on the Rensselaer side devoted to the port works. The harbor is clear of obstructions and enjoys a section of the river 740 ft. wide between the docks each side. Tides affect the river and keep a channel open to the sea the year around.



Unloading Grain from Barges by Suction at Port of Albany (N. Y.) Elevator.

## Iowa Co-operatives Hold District Meetings

During the month of November a series of eight district meetings was held in Iowa, sponsored by the Farmers Grain Dealers Ass'n of Iowa, Fort Dodge; the Farmers Elevator Service Co., Ralston; and the Omaha Bank for Co-operatives.

The meetings were held in the following places: Des Moines, Carroll, Sioux City, West Bend, Mason City, Cedar Falls and Fort Dodge. Those attending the meetings were managers and directors of Farmers' Elevator Companies and there was a very fine attendance at all meetings. The largest attendance was at Fort Dodge with 175 present. There was no set program, the meetings being called primarily to discuss the various problems of the elevator managers.

Don Edison, secretary of the Farmers Grain Dealers Ass'n, reviewed several items which were of interest to members, particularly in connection with the handling of Government corn, erection of steel bins and procedure in filing certain forms for warehousing grain. He also gave some very interesting figures in connection with a combined Profit and Loss Statement prepared from 101 audits made for companies closing their year from Jan. 31, 1940, to and including June 30, 1940. This Profit and Loss Statement indicated that the total sales for the 101 companies was \$11,933,958.53, making average sales of \$118,158.40. The average net gain was \$4,335.80, and out of the

101 companies there were 25 that had a gain over \$5,000.00, 32 had a gain between \$3,000.00 and \$5,000.00 and 39 had a gain up to \$3,000.00, making 96 companies having a profit. Of the 5 companies having a net loss for their annual operation, 3 had a net loss of less than \$500.00 and 2 had a net loss over \$500.00.

Mr. W. H. Thompson, vice-president and secretary of the Omaha Bank for Co-operatives, spoke on the activities of the bank and the part the bank was playing in helping the elevators refinance or make loans for expansion purposes. He also stressed the need of the increasing membership in our farmers' elevator companies and the responsibility of members and directors to their co-operative.

## Quit Losing Freight Profits to Passengers

*Grain & Feed Journals:* Interstate Commerce Commission figures for 1938 show the M.K.T., Mo. Pac., C.B.&Q., C.R.I.&P., U.P., Frisco, K.C.S., C.G.W., Milwaukee, Santa Fe, Alton, Wabash, Western Pacific, and Southern Pacific railroads earning an average net income from freight of \$1,921.94 per mile of road operated, and at the same time a net loss from passenger service, of \$1,386.23 per mile of road operated, or 71% of the income from freight. Eastern roads at the same time showed an average net income from freight of \$5,945.20, and an average net loss on passenger service of \$1,435.17, or only 24%, per mile of road operated.

It looks as tho our Southwestern railroads need to haul more corn cars and fewer club cars. It is products and not pullmans that pay. The Southwest cannot prosper until the vital transportation systems pay less attention to how much they can lavish for how little on passengers, and try to see how much they can exact from a diminishing volume of freight.—S. C. Masters, Kansas City, Mo.

## Farmers National Meets in Chicago

The annual meeting of the National Farmers Grain Dealers Ass'n met in the conference rooms of the Utilities Building Dec. 3, 4, 1940, to transact the annual business and discuss the problems incident to their operations.

Representatives were present from four states: South Dakota, Pres. W. J. Jacobs, Faulkton; Minn., Pres. Oscar Olson of Truman and Secretary A. F. Nelson of Minneapolis; Ill., Pres. L. E. Riley of Pleasant Plains and Sec. Lawrence Farlow of Bloomington; Ind., Frank Pyle of Van Buren and W. L. Woodfield of Lafayette. F. S. Betz represented the American Cooperative Publishing Co.

A meeting of the Board of Directors of the Illinois Farmers Grain Dealers Ass'n was held on Monday and those present were Lee L. Mellinger of Cerro Gordo, Henry Greive of Edinburg, V. C. Mitchell of Peru, J. C. Becker of Tremont and the President and Secretary who form a part of the National. Most of the State Board attended the sessions of the National.

Reports of the activities of the state associations were made by the different representatives showing progress in the organization activities and favorable results in the matter of legislative programs in the interest of the country elevator operations. The membership status was reported stable. The bonding and insurance program of the National Association was discussed by representatives of Martin Bros.

National Secretary A. F. Nelson showed a series of moving pictures he is preparing to illustrate the development of the country elevator business from the old flat house stage through to the terminal markets together with prominent personal characters in the development of the farmers' elevator system. He was ably supported by his son Lloyd as technician. When this film is completed it will be a very interesting and instructive film to be shown at association and company meetings.

Sessions were presided over by President Frank Pyle who was re-elected for the coming year. Mr. Jacobs was elected as Vice President and A. F. Nelson was reemployed as secretary.

## Fire Extinguishers Put Out 50 Per Cent of Industrial Fires

Hand fire appliances provide the greatest saving of property and life of all fire protection equipment, H. W. Lange, assistant engineer of the Underwriters' Laboratories, Inc., told the National Safety Congress in Chicago recently.

"Fifteen per cent of fires upon which alarms have been given to the Fire Department are extinguished before the arrival of Fire Department equipment," he said. "Sixty per cent of the fires which the Fire Department is called upon to control are extinguished with hand fire appliances. Fifty to ninety per cent of all the fires occurring in industry are extinguished with hand fire appliances without the necessity for calling in the Fire Department."

Among entrants at the grain show held in connection with the National Live Stock Exposition at Chicago was an 1879 ear of corn entered by Albert Litchfield of Libertyville. The corn won first prize in McHenry County Fair. The ear has shrunk two inches.



# Field Seeds

**Brookings, S. D.**—The new seed cleaning plant of George P. Sexauer & Son, has been opened for business.

**Spencer, Ia.**—The Standard Seed Co. has moved a 20 x 60 ft. single story frame structure to a site on the M. & St. L. railroad, and built a 30 x 90 ft one-story frame addition to it for warehousing and distribution of field seeds. G. W. Mackey is local manager.

**Waterloo, Neb.**—Harry Grey Coy, 68, for 62 years a wholesale seed dealer, died of a stroke at his home Dec. 5. With his father he operated the Chauncey P. Coy & Son Co., the firm since succeeded by the Cornhusker Hybrid Co., of which Mr. Coy's sons, Harlan G. and Burton W. Coy, are the heads.

**Omaha, Neb.**—Bert Mott, Hastings, was honored Nov. 28 as Nebraska's first "premier seed producer" at a banquet for the crop growers. Mott, growing pure seed for 20 years, over the years has produced the following varieties: Nebraska 21 oats, Kanota oats, Kanred wheat, Nebraska 60 wheat, Cheyenne wheat and Glabron barley.

**Lincoln, Neb.**—The Nebraska Crop Growers Ass'n at its annual meeting held recently at Organized Agriculture on the campus of the Nebraska college of agriculture, passed resolutions calling for an "adequate uniform state seed law" for restoration of state appropriations to the crop growers' fund to \$1,000, and for holding future organized agriculture meetings after Jan. 1.

**Minneapolis, Minn.**—The Northwest Crop Improvement Ass'n, in co-operation with the state crop betterment groups, extension services, the Federal Grain Supervision and the Flax Institute, is planning a series of seed clinics and demonstration meetings according to announcement by H. R. Putnam, sec'y. Seed analysis of wheat and barley and flax cleaning methods will be demonstrated. A Minneapolis market tour of 25 to 30 farmers from southeastern South Dakota is planned. The clinic meeting will begin in South Dakota.

## Hybrid Sorghum Seed

Studies are under way by the Texas Experiment Station to work out the most successful and satisfactory procedure for the production of hybrid sorghum seed comparable to the hybrid corn seed recently coming into such prominent use. Several angles of approach are being tried, but the use of a male-sterile character recently discovered by J. C. Stephens at the Chillicothe Station gives the most promise at present. There are a number of problems that must be worked out before Hybrid Sorghum seed is a commercial reality, but the studies of each year bring the idea closer to reality.

A large number of dwarf, early combine sorghums are being tested in breeding blocks and a few of them have been distributed in a preliminary way for trial among farmers. Many combinations of crosses are being selected and tested for yield, disease resistance and their adaptability to combine harvesting.

Yellow seeded sorghums are preferred in the channels of trade and usually bring a premium on the market. Yellow seed color is being incorporated in such white seeded varieties as hegari, feterita, and kafir. In order to obtain attractive yellow colors with hegari, and feterita, it is necessary at the same time to eliminate the colored undercoat in the breeding and selection process. Sweet stemmed varieties of both blackhul kafir and dwarf yellow milo are also being developed.

## A. A. A. Will Require Farmers to Use Good Seed

The importance of using good quality seed when planting soil-building crops will be emphasized even more strongly under the 1941 agricultural conservation program than in previous years, according to the Agricultural Adjustment Administration.

Use of quality seed has always been a requirement; but in 1941 the requirement is strengthened by specifying that a farmer will not receive payment for planting soil-building crops if the county A. A. A. com'te determines that the seed did not meet the requirements of good farming practice.

The State A. A. A. Com'te, with the advice of state agricultural specialists, will specify that the seeds are adapted to the local climate, are free of weed-seed, and have high germination quality. The County A. A. A. Com'te will decide whether the seed used by farmers will meet these requirements.

Elevator operators who are equipped to clean seed should write the grain growers of their territory advising them of the cost and the advantages of complying with the new requirements.

## Seed Movement in November

Receipts and shipments of seeds at the various markets during November, compared with November, 1939, in bus., except where otherwise indicated, were:

	FLAXSEED		Shipments	
	1940	1939	1940	1939
Chicago	34,000	44,000	36,000	44,000
Duluth	537,081	541,036	2,041,759	565,862
Ft. William	430,303	400,350	324,104	280,745
Milwaukee	27,170	.....	.....	.....
Minneapolis	387,800	317,800	452,200	428,400
Superior	301,163	497,589	1,509,515	870,800
	KAFIR AND MILO			
	1940	1939	1940	1939
Hutchinson	272,200	7,800	.....	.....
Kansas City	365,400	124,600	168,000	37,200
St. Joseph	1,500	1,500	1,500	1,500
St. Louis	23,800	14,000	5,600	.....
Wichita	85,800	5,200	55,900	.....
New Orleans	.....	1,100	.....	.....
	CLOVER			
	1940	1939	1940	1939
Chicago, lbs.	820,000	1,970,000	132,000	990,000
Milw'kee, lbs.	393,915	559,170	207,675	200,570
	TIMOTHY			
	1940	1939	1940	1939
Chicago, lbs.	532,000	1,526,000	313,000	527,000
Milw'kee, lbs.	485,555	423,690	320,205	74,745

## Illinois Seed Inspection

Lewis A. Moore, superintendent of the division of plant industry in the Illinois State Department of Agriculture, in his annual report states that—

With the restrictions on interstate shipments of seed imposed by the Federal Seed Act, country shippers and small dealers have begun to buy seeds from farmers only on a cleaned basis and an analysis report of the Illinois Seed Laboratory. This practice and the great increase in the yearly production of "agricultural" seeds has continued to increase the demands for the services of the Division of Seed Inspection.

During the fiscal year 1939-40 there was a total of 26,171 samples received in the laboratory. Of this total, 24,510 were analyzed for dealers and farmers as part of the regular service; 1,239 were from State and Federal institutions, 194 were official samples, 8 were field samples and 220 were samples from out of state farmers and dealers. This is an increase of 24.3 per cent over the year 1938-39, 125.6 per cent over the year 1937-38 and 100 per cent over the average of the last five years. There was a decrease in the percentage of unsalable samples from 12.4 per cent in 1938-39 to 10.6 per cent in 1939-40.

Buckhorn, dock and bull nettle continue to be the greatest nuisances in agricultural seeds. The samples received at the laboratory are presumed to be clean. If a farmer chose to buy lespedeza seed by the "over the fence" route, there are 32 chances in 100 that the seed would be unsalable; 52 chances in 100 that he would get dodder; 46 chances in 100 of getting bull nettle and 19 chances in 100 of getting dock. Lespedeza usually carries more noxious weed seeds, but a similar picture might be given of other crop seeds.

While great stress has been laid on the noxious weed content of seed, the occurrence of common weed seeds should not be underestimated.

During the past fiscal year the sum of \$1,-227.00 was received as fees; \$137.04 from the sale of seeds accumulated from samples; \$132.50 from fines and \$50.00 from miscellaneous sources, making a total of \$1,546.54.

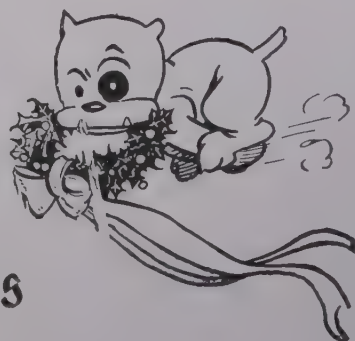
## Got Stripes for Eating Too Much Hybrid

From his pile of Christmas presents little Henry pulled an illustrated booklet of brilliant colors.

Auntie Elinor, after explaining some of the pictures pointed to the striped Zebra and asked, "What is that?"

Henry: "I'll bet that is one of those moo-cows which ate too much hybrid corn."

Wishing You a  
Merry Christmas  
and a  
Prosperous  
New Year



We as well as our representatives appreciate the business you have given us during 1940. It is our hope that 1941 will have many good things in store for you.

**SEED TRADE REPORTING BUREAU, INC. Chicago, Ill.**



## Iowa Seedsmen Study Seed Bill

Over 30 members of the Iowa Seed Dealers Ass'n gathered in the Savery Hotel at Des Moines Thursday afternoon, Dec. 5, to study and recommend changes in a proposed Iowa Seed Bill, which will be presented to the Iowa legislature when it meets in January.

The bill was prepared by the Iowa Weed & Seed Council, an organization carrying representation from the Iowa seed trade, the farm bureau, the state department of agriculture, the state college, farmers' organizations, and other Iowa interests that have at heart the betterment of Iowa agriculture thru planting of clean seeds of tested germination, and the elimination of noxious weeds.

The proposed bill to repeal and replace Chapter 153, Code, 1935, as amended by Chapter 113, Acts of the 47th general assembly, which is Iowa's present seed law, follows closely the pattern laid down in the uniform seed law set up by U. S. Department of Agriculture officials to make state seed laws dovetail with the federal seed law that became effective last February. Only minor changes were recommended.

The proposed bill names as primary noxious weeds: quack grass, Canada thistle, perennial sow thistle, perennial pepper grass, European morning glory, horse nettle, leafy spurge, and Russian Knapweed; as secondary noxious weeds, wild carrot, sour dock, smooth dock, sheep sorrel, butterprint, mustards, cocklebur, buckhorn, and dodders.

Proper labeling of containers for seeds, or of tags attached to containers, is provided for in the proposed bill. Information required is commonly accepted name or kind and variety, or kind and type of seed component in excess of 5% of the whole and the percentage by weight of each in order of preponderance; lot number or lot identification; origin (if not known, must be so stated) of alfalfa, red clover, and field corn (except hybrid seed

## Officers Iowa Seed Dealers Ass'n



Pres. Dave Campbell, Keokuk; Sec'y Floyd Fields, Des Moines

corn); percentage by weight of all weed seeds; percentages by weight of secondary noxious weed seeds; percentage by weight of agricultural seeds other than those required to be named on label; percentage of inert matter; percentage of germination, exclusive of hard seed, percentage of hard seed, and calendar month and year germination test was completed; warning of poison danger in treated seed; name and address of person who labeled seed, or sells or offers for sale the seed.

Inoculants are covered in the proposed bill, so is hybrid seed corn. Hybrid seed corn is defined as the "first generation of a cross between strains of different parentage, and involving inbred lines of corn and (or) their combinations."

Penalties proposed for violation of the bill are \$100 for first offense and \$250 for each subsequent offense.

Presiding at the meeting of Iowa seedsmen was the ass'n's president, Dave Campbell of Keokuk, aided by Floyd Fields of Des Moines, sec'y. Other officers of the organization are: R. W. Hayden, Des Moines, vice-president, and J. T. Hoffer, Nora Springs, treasurer.

Representing the Western Grain & Feed Ass'n at the meeting was Ellis Mueller of Calamus, a director.

Recommendations for minor changes in the proposed bill will be presented to the Iowa Weed & Seed Council when this group meets Dec. 12, by Henry Kling, Cedar Rapids seedsmen, vice-president of the Council and a member of its executive com'ite.

## California Seedsmen Organize

The California Seed Ass'n was formed at a meeting held recently in the Palace Hotel at San Francisco, among those present being C. Buckman, David Hill, Ray Hanley, Rex Mason, Lester Morse, E. O. Pieper, John Knox, Fred Rohnert, Wm. Macdonald, W. Schoenfeld and L. W. Wheeler.

Officers elected are: Pres., Wm. B. Early, Los Angeles; vice-pres., J. M. Bomberger, Berkeley; secy-treas., Fred Rohnert, Gilroy; directors, Chas. Morse, San Francisco, and Lawrence Haven, Santa Ana.

## Meeting of Michigan Seed Council

The Michigan State Seed Council held its annual meeting recently at East Lansing.

Roy Bennett presented a report for the noxious weeds com'ite.

Chas. A. Stahl reported for the com'ite on quackgrass and weed control along state highways.

Harry Morse of Detroit explained the Uni-

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Buyers

Clover - Alfalfa - Timothy

Offers Requested

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Seed Success

Funk Farms  
22,000 Acres



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## 40 KINDS OF FARM SEEDS

Including Sorghos, Canes, Alfalfa, Clovers, New Grain Varieties and Hay Mixtures, Grasses and Pasture Mixtures. A complete line to fill all your requirements from one prompt, reliable source. *Shippers of Illinois Red, Mammoth, and Alsike Clovers — Carlots or less.*

## FUNK'S 'G' HYBRID CORN

Famous Funk's 'G' Strains created at Funk Farms, birthplace of commercial hybrid corn. Proved on nation-wide system 2,500 trial plots in 48 states. Adapted and established in territories open to dealers. Liberal profit margins.

## FUNK'S SOYBEAN FEEDS

Funk's Soybean Oil Meal, Pea-Size Soybean Oil Cake and Minrol-Soy Meal. Feed dealers write for weekly price sheet giving straight car, mixed car and LCL prices from our mill.

**FUNK BROS.  
SEED COMPANY**  
BLOOMINGTON, ILLINOIS



form State Seed Law.

Officers chosen for the ensuing year are: Roy Bennett, pres.; Chas. A. Stahl, state seed analyst, vice-pres., and H. L. Seaton of Michigan Agricultural College, sec'y-treas.

## International Crop Improvement Ass'n Meets

The twenty-second annual meeting of the International Crop Improvement Ass'n was held at the Morrison Hotel Chicago, Ill., on Dec. 3 and 4. The program of the first day included a discussion of the value and distribution of the new alfalfa strain A-136 and a discussion of the proposed uniform state seed law as well as new developments in the enforcement of the Federal Seed Act.

The ass'n banquet was held the evening of Dec. 3, the program of entertainment including a Montana travelogue illustrated with technicolor slides taken by J. C. Hackleman and an address by Dr. John H. Parker on the subject, "The Common Goal of State Crop Improvement Ass'ns and Commercially Sponsored Crop Improvement Ass'ns."

On Dec. 4 a discussion of problems of seed certification and those of the International Crop Improvement Ass'n was held by the directors.

## Tennessee Seedsmen Meet

H. E. Hendricks, Tennessee Extension Agronomist, discussed hybrid corn for the State of Tennessee before an interested gathering of seedsmen at the meeting of the Tennessee Seedsmen's Ass'n Nov. 20 at Chattanooga. Thirty-five men gathered at Reid House for the session, presided over by E. D. Hicks, Jr., ass'n president. Vital subjects of interest to seedsmen were discussed by the various speakers on the program, and closer cooperation between seedsmen and the department of agriculture was urged.

In addition to Mr. Hendricks, other prominent men present included Mr. Wellhouse, in charge of crop improvement work and assistant to Mr. Hendricks; and Dr. V. H. Fuqua, in charge of enforcement of Tennessee State Seed Law.

In his discussion of hybrid corn for the state, Mr. Hendricks stated as his opinion, based on tests conducted at the experiment station, that fully satisfactory hybrids are not yet available for Tennessee, that is, differences have not been shown that would warrant the much greater price for hybrid seed at the present time. They are watching this closely and just as soon as satisfactory hybrids are available they intend to promote their use throughout the state.

In the discussion of state seed regulations, particular reference was given to the classification of lespedeza in accordance with the dodder content which has been changed.

Considerable trading has been done thruout the state on No. 1 grade of lespedeza as defined in the previous regulations, which quality would be now defined as No. 2 grade by the new requirements and this is the point subject to so much controversy and injury to seedsmen. Many seedsmen would like the regulations not to go into effect until July, 1941, so as to clean up this year's crop and handle the bookings without difficulty. This would also enable them to improve growing and threshing methods throughout the state so that next year it will be simpler to comply with the law.

The regulation went into effect October 18, 1940, and seedsmen who booked lespedeza sales on a basis of No. 1 quality are going to be expected to deliver No. 1 quality as required by the new regulations. It will mean either cancellations or a merchandising loss for the season.

Considerable discussion was devoted to seed peddling by truckers, and the hope was expressed that a state statute could be passed whereby a truck peddler would be charged

\$100 license fee for operation in each county in which he sold seed.

Weights and measures also came up for consideration and the proposal was made to have the regulations changed as they have been in force since 1887 and have become out of date.

A com'te was appointed by Pres. Hicks to work out recommendations to be presented at the next meeting, following a discussion of the state tax law.

It was passed that the state ass'n should become an associate member of the Southern Seedsmen's Ass'n.

E. D. Hicks, Jr., was reappointed president and was given the power to appoint his other officers of the ass'n.

## Custom Seed Treating

By CLARK R. LARSON

Before Western Grain & Feed Ass'n

Before presenting an educational movie on grain diseases and methods of combating them I should like to say a few words about a new program which is establishing itself in all grain states and which is of special importance to country elevator operators.

It has been estimated and very conservatively too, that plant diseases cause an average loss of about \$200 annually on each farm in the United States.

Most of this loss can be prevented by crop rotation, the removal of crop refuse, the use of varieties resistant to disease, spraying, soil treatment, and, last but not least, by seed treatment.

Smut diseases of oats, for example, are caused by fungi or molds which reproduce themselves and live over from one year to the next by means of spores on the surface of the seed.

Obviously, the vulnerable spot in the life history of this smut fungus is the stage which it passes in the form of spores on the surface of the seed, and this is the point of attack when using seed treating chemicals.

The value of seed treatment is now definitely proved by state experiment stations and the United States Department of Agriculture, and is a standard planting practice.

Since the average farmer does not have the equipment to clean and treat his seed properly, and since many, even tho they know it pays dividends never get around to do the job, there is a decided swing today toward the establishment of seed treating service by country grain dealers.

By seed treating centers I mean an elevator or seed house equipped with a good treating machine, usually located in the driveway, where farmers in the community may bring their seed to be treated quickly, effectively, and at a low cost per bushel. An elevator operator can do the job as cheaply and more effectively than a farmer can do it, and show a fair profit on the operation.

There are several good machines on the market and their cost is relatively small considering the life of the machine, and the fact that many operators have paid for their machines from the first season's operation.

It is wise when starting your treating operation to calibrate your machine accurately for only ½ ounce of Ceresan per bushel of grain, and also to provide a cross-ventilation or suction fan to remove any excess or flying dust from the air.

Your own agricultural college at Ames, as well as the experimental station in Illinois, Indiana and neighboring states, is vitally interested in the establishment of this service for the benefit of the farmers.

A seed treating service is of real value to your community and can be profitable to you, because:

1. It builds good-will.
2. Seed treatment helps insure good stands and eliminates replanting.
3. Seed Treatment controls seed borne diseases such as stinking smut of wheat, and improves the yield and quality of crop.

4. Such a service will attract additional customers to your place of business.

5. A seed treating service will increase your income during the dull season.

Be the first in your neighborhood to satisfy the demand. Help your customers to stop the leaks of smut dockage charges, poor stands, low yields, and poor quality grain by offering a seed treating service next spring.

## Awards in Kansas City Grain Judging Contest

The University of Nebraska grain judging team recently won first rank in the annual collegiate contest sponsored by the Kansas City Board of Trade and Chamber of Commerce. Teams from Kansas State College and Oklahoma A. & M. finished second and third respectively.

The Nebraska team, coached by Glenn Klingman and composed of Marion Pedersen, Charles Gardner, Jack Carter and Lemoyne Johnson, won 5,207 points. Marion Pedersen set a new individual high scoring record with 1,751 points out of a possible 1,800.

Bernard Beard, Oklahoma A. & M., won first place in the seed judging division and Emerson Cyphers of Kansas State, won the crop identification division.

The winning team received the gold team trophy award and its members each gold medals. Silver medals and a \$50 scholarship went to the Kansas State team, the coach of which is J. W. Zahnley.

The third team was awarded bronze medals and a \$50 scholarship check. It was coached by H. W. Staten.

Teams from other competing colleges finished in this order: Texas Tech., Texas A. and M., Iowa State, University of North Carolina, Michigan State, Pennsylvania State, and Panhandle A. and M., of Goodwell, Okla.

Judges of the day-long competition, held at the Board of Trade building, were M. Schuler, Hugo Graumann, H. H. Laude, J. C. Eldridge and W. R. Crispin. C. A. Helm of the University of Missouri was chairman of the contest.

## International Grain Show

A sample of Tenmarq wheat was judged winner of the "grand championship" at the special wheat milling and baking contest held in connection with the International Hay and Grain Show in Chicago Nov. 30-Dec. 7. The sample, which also won first prize at the Tri-State fair at Amarillo, Tex., was raised by J. D. Wilbanks, Spearman, Tex.

Paul Francis Pawlowski, 'teen aged agricultural expert of the Vilna district of Alberta, 100 miles northeast of Edmonton, won top place in the grain and hay show with his sample of Victory variety oats.

Charles N. Fischer of Shelbyville, was crowned corn king when he took the purple ribbon on his 10 ears of Johnson County White open-pollinated corn.

Veberly Meal, 18, of Waldron, Ind., exhibiting Reid's Yellow Dent variety, won the title of "Corn Princess."

Hugh Jeffrey, Canada, was awarded highest honors for his exhibit of soybeans.

The University of Nebraska team with a score of 4,048 points was the winner of the collegiate crops judging contest; Kansas State placed second with 3,997 points and Oklahoma was third with 3,974.

Many grain dealers retailing gasoline will be interested in the following complaint appearing in the Federal Trade Commission release of Dec. 2: Standard Oil Co., Chicago; Gulf Refining Co., Pittsburgh; The Texas Co., New York, and Shell Oil Co., Inc., St. Louis, are charged in Federal Trade Commission complaints with price discriminations in violation of the Robinson-Patman Act in the Detroit area. The complaints grant the respondents each 20 days for answering the charges.



## Convenient Warehouse and Feed Mill Added to Lebanon, Ind., Elevator

A feed grinding and mixing building and a large warehouse have been added to the 30,000 bu. cribbed elevator of the Boone Grain & Seed Co., Inc., at Lebanon, Ind., which is a branch of the Foster-Kendall Co. of Carmel, Ind., and serves as a branch distributing point for a long line of feeds, feed ingredients, seeds and other farm supplies wholesaled by this company.

The combined warehouse and feed mill part of the structure is 208 ft. long and 48 ft. wide, narrowing down to 24 ft. wide as it approaches the elevator to allow room for driving trucks and wagons in and out of the elevator driveway. At the front end of the warehouse, facing one of the busiest streets in Lebanon, is the office.

In the single story, frame, iron-clad warehouse are 5,000 square feet of floor space, covered with hard wood flooring. Stacked neatly in easy-to-reach rows, usually two sack lengths wide, and extending inward from the walls of this warehouse, are the stocks of feeds and feed ingredients. An extra handy feature in this connection is a rack that follows the walls of the warehouse, beginning 8 or 10 inches from the wall and sloping steeply upward for 6 or 7 feet to meet the wall. This slight angle from the vertical wall is a convenience in stacking sacked products. Sacks stacked against the angle tip just far enough back to prevent sacks piled one on top of another, from tipping forward and falling to the floor.

Another advantage of this sacked goods stack end support is that the 8 or 10 inches between the bottom sack and the wall leaves room enough for the warehouse cat to chase mice, and thus helps keep the warehouse free from rodents.

A side track of the Big Four railroad parallels the warehouse. Two sliding doors, hung on rollers for easy operation, are spaced approximately a car length apart on this side of the warehouse. Movable plank bridges are used to span the brief gap between these doors and the box cars that are unloaded thru them.

On the opposite side of the warehouse is a

narrow, reinforced concrete loading dock. At three points along this loading dock, where sliding doors to the warehouse open, short, pier-like pilasters jut out angularly. These are so shaped that three trucks may back up to them for loading at the same time, yet not interfere with each other or with the passage to the elevator driveway.

THE WAREHOUSE, the feed mill and the elevator are interconnected in such manner that they seem a single building. The feed grinding and mixing end of the warehouse is two stories high. In it are six bins, holding 500 bu. each to hold grains ready or waiting their turn at the grinder. These bins are filled from the leg head in the adjoining elevator. They drain into split spouts, fitted with butterfly valves to direct their contents into machines or into sacking outlets.

The big Gruendler hammer mill, direct connected to a 75-h.p. inclosed motor and preceded by a variable speed feeder, is in the basement. Ground products are blown to a meal collector at the top of the building which is fitted with a turnhead to drain direct into the feed mixer, into a sacking spout, or thru a bulk loading spout.

Also in this feed grinding and mixing division is a Blue Streak corn cracker and grader, and a special built two-ton Kelly-Duplex, vertical feed mixer. This feed mixer is loaded direct from the meal collector of the hammer mill, or from the second or first floors, which is handy for dumping ingredients, drawn from stocks in different parts of the building, all together into the mixer.

The mixer has three discharge outlets. One is on the second floor and flows materials down thru a bagging spout. Another empties direct into a Richardson automatic sacking scale and bagger, a third drains bulk mixed feeds direct into the boxes of waiting trucks or wagons.

Mixed feeds and feed ingredients are kept handy for the small retail customer in four retail bins, and several small pocket bins on the floor of the grinding and mixing room.

Along with construction of the big addition, the 30,000 bu. cribbed and iron-clad elevator of the Boone Grain & Seed Co. was remodeled. The former feed grinding and mixing room, attached to one side of the elevator driveway,

was fitted with a modern seed cleaner, and converted into a custom seed cleaning room. A large cyclone collector was placed over the dust house to exhaust the air from dust drawn from the corn and grain cleaner in the elevator before dropping it into the dust house.

An overhead cob bin was built with sloping floor and vertically sliding door thru which cobs are discharged direct into waiting wagons. Convenience in delivery arrangement for cobs has reduced the cob problem. Farmers are quick to accept the cobs, and serve themselves.

The office for the elevator, feed mill and warehouse takes 20 ft. from the front end of the 48 ft. wide warehouse. Its inside walls are finished in attractive natural knotty pine. A long counter, cut back from the front to allow room for the customers' feet, its top comfortably angled like a bookkeeping desk for ease in writing, divides the main room to separate the customers from the bookkeeping division. At one end of this office, paralleling the driveway, to the elevator is a 30 ton truck scale with 9x34 ft. concrete deck and type-registering beam.

On a centrally located desk in this general office is a Flash-A-Call two-way loud speaker system by which Manager Keith M. Sowers has ready communication with men in different parts of the warehouse, the feed mill or the elevator. Manager Sowers has his private office in a 12x12 ft. room cut off from the rest of the office.

The warehouse is unheated. Three automatic gas heat registers in different parts of the office eliminate need for a basement under the office and keep the general office, the customers' section and Manager Sowers' office at a comfortable temperature.

The warehouse and feed mill was built and the elevator remodeled by George Daubenspeck.

## Hearing on Overtime Exemption of Grain Handling Industry

(Continued from page 489)

while his competitors in half a dozen small towns round about were exempt, leaving him no margin on which to conduct his business.

This concluded the presentation by the grain merchants, the labor unions beginning their evidence Wednesday morning.

"It is interesting to note that, while there is some variation from year to year, the general trend of oil content seems to be in an upward direction. As a result of these figures we have found that while about 18.48 pounds of oil were produced from one bushel of flax during the period 1926-31, this had risen to 19.25 pounds per bushel in 1939, and the general trend during the intervening period shows a steady rise."

Under the new provisions of the A.A.A. if flax is grown as a nurse crop only, perennial grasses can be used and these seedings are to be left on the land thruout the following program year. It is the general opinion among growers that the acreage in Minnesota will be reduced by 30% as a result of this change. During 1940, the soil conservation program did not regard flax as a soil depletion crop if grown as a nurse crop with perennial grasses and clovers.

The wheat situation still is dominated by large supplies, particularly in Canada, and by lack of export outlets. It is not expected that these influences will be removed in the near future, but completion of the Canadian harvest may reduce their depressing influence during the winter months. During this period, it is probable that attention in domestic markets will be directed more toward the quantity of wheat under loan and the optimistic business outlook which may result in the strengthening of prices of speculative commodities.—Kansas State College of Agriculture.



Lower left: New warehouse of Boone Grain & Seed Co., Inc., Lebanon, Ind. Lower right: Closeup of a loading pier from which three trucks can be loaded simultaneously. Upper left: Customers' counter in the office slopes for comfort in working. Upper right: Beneath counter are shelves for office supplies.



# Feedstuffs

## Feed Quiz at Indiana Convention

\$1 in currency will be paid for accepted questions sent in by retail feed dealers, feed manufacturers in Indiana or Indiana grain dealers for the "Feed Quiz Clinic" to be conducted at the annual meeting Jan. 27 and 28 of the Indiana Grain Dealers Ass'n at Indianapolis.

These questions should be presented on a separate sheet of paper, and of course, have personal signature, name of firm identified with, and mail address. Questions which may be duplicated will be chosen by the first one received. Questions of a controversial nature, or the relative values of certain trade-marked products, will not be accepted. As many lists or as many questions as an entrant cares to may be submitted.

The questions should be sent by Jan. 15 to Fred K. Sale, sec'y, Indianapolis, Ind.

If a question stumps the wise men at the meeting the sender will receive an additional award.

## Vitamin Requirements of Farm Animals

By J. K. LOOSLI, Cornell University, before the Cornell Nutrition School.

Fairly complete data are available on the vitamin A and carotene needs of cattle, sheep, swine and horses from Guilbert and coworkers. Converse et al showed that dairy calves may require three to four times the amount recommended by Guilbert to prevent scours and high incidence of death loss and to permit normal growth during the first few months. Bechdel found 300 U. S. P. units of vitamin D was adequate for calves under the conditions of their experiments. No quantitative data are available for other species. The work of McElroy and Goss, Winegar et al and unpublished data from Cornell and the Wisconsin Stations indicate that ruminants can synthesize five members of the vitamin B complex, including thiamin, riboflavin, nicotinic acid, pantothenic acid and pyridoxin. Hughes reported swine require 1 mg. thiamin and 1 to 3 mg. riboflavin per 100 pounds body weight per day for normal growth. That 15 mg. nicotinic acid per 100 pounds body weight per day is adequate for swine has been shown by Hughes, Chick et al, Wintrobe and Davis et

### THE VITAMIN REQUIREMENTS OF FARM ANIMALS

(Micrograms<sup>1</sup> or U.S.P. units per kilogram<sup>2</sup> body weight per day)

Vitamin	Minimum —growth requirements for—			
	Cattle	Sheep	Swine	Horses
Vitamin A (U.S.P. units)	21-27	17-26	18-24	17-22
Carotene (micrograms) <sup>3</sup>	26-33	25-35	25-39	20-30
Vitamin D (U.S.P. units)	6.6	Required	Required	
Thiamin	Not	Not	22	
Riboflavin	Not	Not	66 or less	
Nicotinic acid	Not	Not	300 or less	
Pantothenic acid		Not	Probably	
Pyridoxin (vitamin B <sub>6</sub> )		Not	Probably	

<sup>1</sup>One microgram equals 0.000001 gram.

<sup>2</sup>One kilogram equals approximately 2.2 pounds.

<sup>3</sup>0.6 microgram Beta carotene equals one u.s.p. unit.

al, and that pigs require either or both pantothenic acid and pyridoxine. The need for more complete quantitative data is evident.

## Indiana Nutritional School Well Attended

Fred K. Sale, sec'y of the Indiana Grain Dealers Ass'n, is highly gratified at the success of Indiana's first nutrition school, held at Purdue University, Lafayette. He says:

"We had anticipated a total registration of from 40 to 65, but we had greatly underrated the attendance, which on the first day totaled 143. Several others were registered on the following day. The program was carried out exactly as outlined. The talks were confined to the time allotted them, and each and every one proved to be exceedingly interesting.

"It was the unanimous opinion of the group attending this school, that they individually profited greatly from being present. There was an urgent demand that a similar school be held next year, and doubtless this will be arranged.

"A representative of a feed research organization, who has attended similar feed schools held in various parts of the country, voluntarily expressed his reaction to the school as it being one of the very best conducted and educational meetings that he had ever attended. We felt it a very high compliment as coming from this person, and particularly in that our first meeting of this nature was the success that it proved to be.

"The dinner and evening session on Tuesday proved highly interesting and educational.

"During the discussion period following the address of Mr. Ralph M. Field, president of the American Feed Manufacturers Ass'n, the discussion period continued for exactly two hours. The questions and answers proposed necessitated prolonging this part of the program this length of time, which speaks for itself as to its interest by the group of 96 attending the dinner.

"We shall look forward to this Association assisting Dr. Kraybill and other professors from the Agricultural Extension Department in putting on another Feed School next year. To

these officials, the Indiana Grain Dealers Ass'n and those who registered for the Feed School, extend their sincere appreciation for making this Nutrition School possible for us this year."

"The Nature of Mill Dust Allergies" was the interesting topic of an illustrated lecture by Dr. F. W. Wittich recently before the Northwest section of the American Ass'n of Cereal Chemists.

# Fernando Ideal Greens

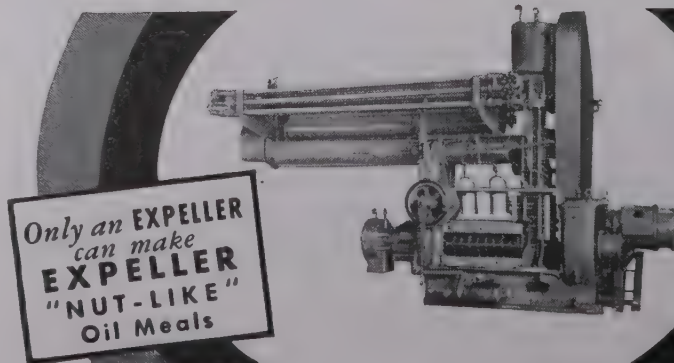


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Corn Gluten Feed, Corn Oil Cake Meal,  
Brewers' Dried Grains Malt Sprouts  
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Expellers—the greatest value in pressing equipment—backed by 48 years experience in building continuous presses for pressing oleaginous seeds and nuts, and cracklings. Write for details.

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## Molasses in Fattening Pigs

In a 91-day experiment to determine the feeding value of cane molasses when used to replace a part of the cereal in a ration of oats or maize, tankage, alfalfa hay and minerals for pigs, C. P. Thompson and J. C. Hillier, at the Oklahoma Experiment Station, discovered that pigs preferred the mixture of oats and molasses to that of maize and molasses, and that pigs receiving the latter scoured at various times during the experiment.

Average daily gains of pigs fed oats and molasses increased, while pigs receiving maize and molasses decreased their gains with each increase in the molasses content of the ration. In both cases the feed intake per 100 lbs. of live weight gain increased with increases in the molasses content of the ration.

## Dried Grains of Brewers and Distillers

By JOHN P. WILLMAN, of Cornell University at Cornell Nutrition School.

Another project was begun during the winter of 1936-37 to learn the value of distillers' corn dried grains and brewers' dried grains when fed as a partial substitute for shelled corn and also as a protein supplement. Dairy-men have fed distillers' and brewers' dried grains for many years, but there has been little information concerning the value of these feeds for sheep and lambs. A few commercial feeders have fed these in limited amounts for a number of years.

The method of feeding used in these trials was first suggested by Professor F. B. Morrison. Briefly, this method consists of feeding the lambs equal amounts of hay in all lots to be compared, but enough concentrates to produce the same rate of gain in each lot. The results of three experiments show, in so far as feed per 100 pounds of gain is concerned, that distillers' corn dried grains are equal or slightly superior to shelled corn when used as a substitute for one-third of the shelled corn in the ration. When fed in this manner 100 pounds of distillers' corn dried grains probably are equal to 105 pounds of No. 2 yellow shelled corn.

An average of three experiments indicates that 100 pounds of brewers' dried grains, when fed in a similar manner, are equal in value to about 97 pounds of No. 2 yellow shelled corn.

During the two most recent experiments one lot of lambs was fed a concentrate mixture of equal parts of distillers' corn dried grains and shelled corn, by weight. The results showed that this by-product feed had a much lower value when fed at this high level than when fed as a substitute for only one-third of the corn in the ration.

Distiller's corn dried grains and brewers' dried grains gave satisfactory results when fed as protein supplements to a ration of shelled corn and first-cutting alfalfa hay. These supplements gave about as good results as when a similar amount of total protein per lamb daily was supplied in the form of a mixture of equal parts, by weight, of linseed meal and cottonseed meal. It should be borne in mind that distillers' dried grains usually contain about 28 per cent protein and brewers' dried grains contain 24 per cent protein, while linseed meal contains 37 per cent and cottonseed meal 41 per cent protein.

Because of their lower protein content it is necessary to feed more of the distillers' and brewers' grains than of linseed and cottonseed meals. In these trials the lambs were fed 0.10 pound daily of the mixture of linseed and cottonseed meals, but 0.13 pound of distillers' corn dried grains and 0.15 pound of brewers' dried grains were fed per lamb daily.

The average initial weights of the white-faced western feeder lambs used in the trials conducted at the Cornell Station have been between 55 and 60 pounds and the average final

weights have been about 90 pounds. The lowest average rate of gain per lot in any one trial has been 0.35 pound, while the greatest average gain was 0.42 pound per head daily.

The results of these experiments indicate that distillers' corn dried grains and brewers' dried grains are satisfactory feeds for lambs. When the price is favorable they may be used as substitutes for one-third, by weight, of the shelled corn in the ration, or as protein supplements.

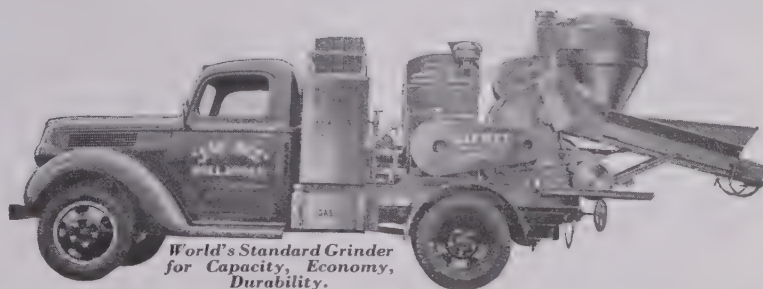
A project planned to determine the value of linseed meal, soybean oil meal, soybeans and corn gluten meal as protein supplements for lambs was begun a year ago. Work on this project will be repeated until the data warrants the drawing of definite conclusions. We have conducted numerous other projects with sheep and lambs at this station, but time will not permit a report of these.

Domestic disappearance during 1940-41 of 685 million bus. of wheat continues to be a reasonable expectation.—U.S.D.A.

## Effect of Increased Iodine Feeding

A series of iodine balance experiments conducted by the Ohio Experiment Station with cows receiving a normal ration and cows receiving an iodine supplement showed no deleterious effect of increased iodine feeding.

The blood iodine values for iodized cows averaged approximately 10 times that of the control cows. On high iodine intake the iodine in milk was much greater than that in the blood, while on the low iodine intake the iodine in the milk was frequently below the normal value. Approximately 70 per cent of the ingested iodine was excreted in the feces. In all cases the cows were practically in iodine equilibrium, the ratio of intake to output being slightly above 1 in the December and February trials and slightly less than 1 during August.



## Complete Grinding Service at Mill or Farm "JAY BEE" PORTABLE With "Jay Bee" Hollander Molasses Mixer Grinds Anything, Any Time, Any Place

### OPERATING STATEMENT OF "JAY BEE" PORTABLE

By Lamiell's Milling Service  
Greenwich, Ohio  
From July 1st, 1938 to July 1st, 1939

Grinding income for the year .....	\$7028.55
EXPENSES	
Operator's Salary and Commission .....	\$1757.14
Gasoline for Truck .....	178.36
Gasoline for Mill Motor .....	687.59
Miscellaneous Expenses .....	363.06
Oil .....	50.00
Storage .....	24.00
Insurance .....	60.00
Interest on investment in Mill and Truck .....	150.00
Truck License .....	39.00
Depreciation .....	500.00
Total Expenses .....	\$3789.15
Net Profit for the Year .....	\$3239.40

I hereby certify that the above statement is true and correct to the best of my knowledge and belief and that the figures set forth were taken from our original records.

Duane Lamiell, Mgr.  
LAMIELL'S MILLING SERVICE

"WHEN custom milling slows up, our 'Jay Bee' Portable keeps busy every day. There's always something to grind if the miller will go after it. The 'Jay Bee' Portable grinds feed that never comes to our local plant.

### STILL OPERATES STATIONARY MILL

"WE are still operating our stationary 'Jay Bee' Mill which we bought 10 years ago; and from all indications it is going to be in service for many years to come. The portable mill is a necessary piece of equipment for the stationary plant.

"KEEN competition puts the miller on edge. We overcome it by being in position to furnish a complete grinding service, either at our mill or on the farm. That is why we have revised our slogan 'We grind anything, any time, any place.' The farmers want speed and dependability."

(Signed) Martin Q. Ruhr, Blair Feed Mill

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FORTIFY your feed sales and local custom mill with the "Jay Bee" Portable. Always dependable. Grinds more feed per gallon of gas. More profit on every grinding job.

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May be equipped with the "Jay Bee" Hollander Molasses Mixer. Make uniform molasses mix, as you grind. MAKE EXTRA PROFITS from molasses and concentrate sales.

WRITE OR WIRE QUICK for demonstration, prices, terms, etc.

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John J. Woods & Sons, Jay Bee Sales Co., Kansas City, Mo.  
J. B. Sedberry Co., 2608 So. Wells St., Chicago, Ill.—A. E. Thompson Co., 718 Washington Ave. N., Minneapolis, Minn.—T. G. Holland, 429 Kathmere Rd., Brookline, Del. Co., Pa.—Jay Bee of Texas, 765 Ross Ave., Dallas, Texas—Jay Bee Sales Co., 395 Broadway, New York—Jackson, Tenn.—Moultrie, Ga.—Winston-Salem, N. C.—436 Starks Bldg., Louisville, Kentucky—The Lamiell Co., Greenwich, Ohio.





Modern Plant of the Goldberg Feed &amp; Seed Co., West Fargo, N. D.

## Goldberg's Elevator and Feed Mill at West Fargo, N. D.

The accompanying illustrations show the new grain elevator, feed mill, corn crib and warehouse, along with a store building and office that were built at West Fargo, N. Dak., for the Goldberg Feed & Seed Co. Mr. Jake Goldberg of Fargo is the general manager of this plant.

This 55,000-bu. elevator has been divided into 20 bins. The full basement under this elevator provides space for the equipment.

A 30-ton 34 ft. Fairbanks scale is used for receiving in the driveway. A Richardson automatic scale is located in the cupola for weighing out shipments.

The three legs are fitted with Calumet buckets and Strong-Scott head drives. A Gerber trouble distributor, with all steel spouting, has been installed in the cupola.

Facilities for serving the trade in the driveway and at the track have been provided. Special large size cleaners were installed on the work floor. A car shovel and car puller are in the track shed.

A warehouse 42x125 ft. adjoins the elevator. Attached to the driveway of the elevator is an office and salesroom, 50 ft., fitted with modern furniture, display windows and racks for displaying products that this company retails. A full basement extends under this office and salesroom and located in this basement is a steam heating plant which supplies heat for the mill building, elevator and store.

A special testing and scale room is also attached to the driveway.

A feed mill with a large warehouse attached is a part of these new buildings. The mill building is divided into 15 bins and has three legs with Strong-Scott head drives. A mash reel and a corn reel have been installed in the cupola. The majority of these bins are for storage of ground feed and are equipped with Ibberson sacking devices. A manlift is provided in the mill for access from the work floor to the cupola floor.

On the work floor a large dormant scale was installed for use in the processing of feeds and a nine ton an hour molasses machine, which is served by a 14,000-gallon storage tank, has been provided.

Under the mill building is a full basement in which a Jacobson Hammer mill fitted with a 75-h.p. motor and drag feeders is located.

An attrition mill with two 30-h.p. motors is located on the work floor. Special scalping machines serving this attrition mill have been provided.

The feed mill has a large receiving driveway fitted with special air dumps, one Globe and one Strong-Scott in tandem and a 15-ton platform dump scale.

Ear corn is handled through special designed cribs fitted with conveying equipment, which will deliver mechanically ear corn to the processing machines. The ear corn and small grain can be handled mechanically through the feed mill driveway to be processed.

The interior of this feed mill building is painted with white enamel and presents a very clean appearance. All of the fittings were especially designed by the T. E. Ibberson Co. One innovation in this plant is that molasses feeds are handled from the molasses machine, through bins in bulk to the customer.

All of these buildings are covered with galvanized iron. This plant is located on a 17-acre tract of ground to which the railroad company has special trackage.

In the mill building is a 1½-ton Strong-Scott ceiling type mixer. The latest type of electrical equipment serves the electric motors. All units are individually driven and operated by remote control. The T. E. Ibberson Co. designed and built this plant.

## Canada May Build More Storage

Mr. McKinnon, Minister of Trade and Commerce, states that "on July 31, 1940, the rated storage capacity of the Canadian elevator system was slightly more than 442 million bushels, including annexes. Steps were taken to encourage the construction of additional storage facilities thruout the prairies, and an agreement was made with elevator companies that the cost of temporary storage could be written off by them over a period of two years in re-

## Feed Prices

The following table shows the closing bid price each week for January futures of standard bran and gray shorts, cottonseed meal and spot No. 1 fine ground alfalfa meal, in dollars per ton, and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis Spot			Kansas City	
	Bran	Midds		Bran	Shorts
Oct. 11.....	18.00	18.50		18.75	21.35
Oct. 19.....	19.25	19.25		19.10	21.15
Oct. 26.....	20.00	20.00		19.20	21.50
Nov. 2.....	20.50	20.00		19.85	21.60
Nov. 9.....	21.00	20.75		20.70	22.20
Nov. 16.....	23.25	23.00		20.20	21.60
Nov. 23.....	22.00	21.50		20.15	21.75
Nov. 30.....	22.00	21.50		20.45	21.90
Dec. 7.....	22.00	21.50		19.80	21.45

	St. Louis*		Chicago		Decatur
	Bran	Shorts	Soybeans	Meal	
Oct. 11.....	22.00	23.35	76 3/4	21.50	
Oct. 19.....	22.35	23.20	80 1/4	22.00	
Oct. 26.....	22.25	23.50	84 3/4	23.50	
Nov. 2.....	22.90	23.50	88 1/4	24.00	
Nov. 9.....	23.85	24.15	95 1/4	25.00	
Nov. 16.....	23.50	23.90	104 1/2	27.00	
Nov. 23.....	23.10	23.25	100 1/2	28.00	
Nov. 30.....	23.60	23.85	101 1/2	28.00	
Dec. 7.....	23.00	23.10	95 3/4	28.00	

	Cottonseed Meal		Kansas City		Chicago
	Ft. Worth	Memphis	Alfalfa	Corn	
Oct. 11.....	29.00	21.95	21.20	65 3/4	
Oct. 19.....	30.00	.....	.....	67 1/4	
Oct. 26.....	31.00	23.75	22.20	65 1/2	
Nov. 2.....	33.00	25.50	22.20	64	
Nov. 9.....	33.00	27.60	22.20	65 1/4	
Nov. 16.....	34.00	28.50	22.20	68	
Nov. 23.....	35.00	28.15	22.20	65 5/8	
Nov. 30.....	36.00	27.35	22.20	65 1/2	
Dec. 7.....	36.00	27.35	22.20	62 1/8	

\*St. Louis bran basis Chicago delivery; shorts St. Louis delivery.

porting for income tax purposes. As a result of this action, additional storage space to the extent of 60 million bushels has been provided by the elevator companies thruout the West.

"It may also be necessary to construct additional wheat storage and arrangements are being made to that end. All of the wheat deliverable from the 1940 crop will be accepted by the Wheat Board prior to the end of the present crop year."

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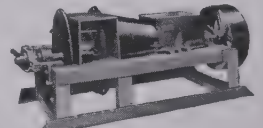
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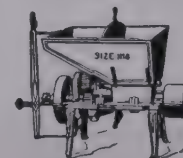
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## A Few Feed Questions Answered

A convention feature that has swung to quick popularity in several states is the Information, Please panel feature started at the 1940 convention of the Western Grain & Feed Ass'n.

Delegates to the convention were invited to write on slips of paper the questions about feed that they wanted answered, and to drop these questions in a slotted box provided for the purpose.

In due time these questions were read to a board of expert feed men, who answered before a crowded assembly room, so that all could hear and learn the answers. The purpose was to "stump the experts," but the experts knew their stuff. Only three delegates were able to propound questions that the experts could not answer.

What do feed dealers want to know? The questions asked at that convention are a fair sample. Some of them follow, with their answers, as prepared by Cy Sievert, of the American Dry Milk Institute, one of the judging board at several of these convention features:

### Improve Feeding

Q: What can feed dealers and feed manufacturers do to improve the feeding of livestock on farms? A: Feed dealers and feed manufacturers are a potent and important source of information on proper and adequate feeding. Feed dealers and feed manufacturers can help educate the farmer on proper nutritional principles and their application by informing themselves and then putting out adequate and accurate information to the users and prospective users of their feed.

### HYBRID CORN CONSUMPTION

Q: Is consumption of smaller quantities of hybrid corn than open pollinated corn due to the hybrid corn being harder or to it being more nutritious than open pollinated corn? A: The general consensus of opinion seems to be that the harder corn will be consumed in somewhat smaller amount than one that is relatively softer. Since the harder corn is a hybrid corn and the softer one is open pollinated, then one would expect less of the hybrid corn to be eaten. In many cases this is what happens. It is possible to have strains of open pollinated corn that are harder than certain strains of hybrid corn and in those cases the hybrid corn will be eaten in greater amount. The relative consumption of the corn depends on the physical properties of the corn and not on the method of breeding by which the corn was produced.

### VITAMIN D IN GREENSTUFFS

Q: Why do the nutritionists specify dehydrated alfalfa meal when authorities give sun dried green alfalfa meal of good quality credit for having vitamin D? A: The question is a bit confusing because of the alleged difference of opinion between "nutritionists" and "authorities." Some persons prefer dehydrated alfalfa meal because it contains more carotene than does the sun cured alfalfa meal of the same relatively high quality. Others prefer the sun cured alfalfa because it contains some vitamin D, whereas dehydrated alfalfa meal does not contain this vitamin. Because of the higher initial vitamin A content of dehydrated alfalfa, some manufacturers prefer it for poultry feed. The amount of vitamin D in sun-cured alfalfa is not present in great enough amount to be of any consequence in poultry feed and therefore vitamin D is always added in the form of a fish liver oil or a similar oil containing that vitamin. Many manufacturers of swine feed supplements prefer the sun-cured alfalfa because its vitamin D content is sufficient for the relatively lower requirement of pigs when the alfalfa is present in a supplement to the extent of 15 to 25%. Quite often a manufacturer will add a small amount of vitamin D oil as an additional safeguard. With regard to the vitamin

A content of dehydrated and sun cured alfalfa meal, it is only fair to say that while the dehydrated product contains several times the vitamin A content when fresh, nevertheless the products are apt to be quite close together in vitamin A content after a period of storage of six months to a year or so. Storage conditions have a great effect on the rapidity with which carotene is oxidized in alfalfa meal.

## New Feed Trade Marks

BIG C is a trade mark registered by the McMillen Feed Mills, Inc., of Fort Wayne, Ind.

FROLICS in a fanciful arrangement of lettering, is trade mark No. 433,379, filed by Centennial Flouring Mills Co., Seattle, Wash., for dog meal pellets.

SOLVAMIN is trade mark No. 433,886, filed by Commercial Solvents Corp., New York, N. Y., for vitamin concentrates used as ingredients in animal foods.

CAVPRO is trade mark No. 434,308, filed by the Borden Co., New York, N. Y., for a food supplement consisting of whey, skim milk, soya bean oil meal, lactoflavin concentrate and fish liver oil concentrate, for use in feeding dairy cattle.

FLAYPRO is trade mark No. 434,309, filed by the Borden Co., New York, N. Y., for a food supplement for use in dog food and fur bearing animal foods, consisting of lactoflavin concentrate, cod liver oil, carotene, enzyme, skim milk, dehydrated cheese and vitamin B-E concentrate.

SPERRY COMBINATION LAYING FOOD are the words in trade mark No. 433,565, filed by General Mills, Inc., Minneapolis, Minn., for poultry food. Worked into the design is a representation of a hen atop a circle of approximately the same size, both imposed against a background of heavy, wedge-shaped lines radiating from a central point in the circle.

PROMAX, in stencil lettering, is trade mark No. 435,491, filed by Champion Animal Food Co., Minneapolis, Minn., "for animal food for all species of animals, birds, fowl, fish, and reptiles, which have been brought under the control of man and adapted to his uses and pleasures."

MOLASSO-MALT, in rising, diagonal lettering, is trade mark No. 424,127, filed by the F. L. Emmert Co., Cincinnati, O., for stock food composed of brewers' dried grains and molasses.

STOCK-GRO is trade mark No. 434,676, filed by Stock-Gro, Inc., Chicago, Ill., for condensed whey for stock and poultry feeding.

AFODE is trade mark No. 434,307, filed by Borden Co., New York, N. Y., for a food supplement consisting of dehydrated cheese for use in dog foods and fur-bearing animal foods.

## Does Operating a Portable Mill Pay?

Whether or not operation of a portable grinder will pay is one of those controversial questions that has plagued many an elevator operator ever since the advent of this machine in the grinding field.

Many grain and feed dealers feared for a time that the rapid expansion of portable grinding would make operation of a permanent grinder impossible. But this fear in the majority of cases proved to be a blessing in disguise because it led to expansions in the feed mixing business to give better service than it was possible for the portables to give.

The elevator operators profited thru this expansion of their service. The farmers profited, too, because soon many more of them were feeding well balanced feeds that gave them higher returns from their investments in livestock, and poultry. The market for feed and for concentrate ingredients broadened to the benefit of a majority of the companies and individuals engaged in the various divisions of the feed industry, and in feeding.

Expansion of feed grinding and mixing service proved to be the best defensive weapon in the hands of the stationary grinder operator when faced with portable competition. But another good weapon was direct, competitive entrance into the portable grinding field.

Whether or not operation of a portable grinder will pay depends upon the rate received for grinding, and the volume of grinding the operator receives. Some idea of the possibilities under good management are to be found in the figures released by the Lamiell Milling Service, of Greenwich, O., covering operation of its portable mill from July 1, 1938, to July 1, 1939. Here is its record:

Grinding income for year.....	\$7,028.55
<b>EXPENSES—</b>	
Operator's salary and commission .....	\$1,757.14
Gasoline for truck.....	178.36
Gasoline for mill motor.....	687.59
Miscellaneous expenses .....	363.06
Oil .....	50.00
Storage .....	24.00
Insurance .....	60.00
Interest on investment in mill and truck .....	150.00
Truck license .....	39.00
Depreciation .....	500.00
Total expense .....	\$3,789.15
Net profit .....	\$3,239.40

Setting a record for slimness on the present crop and for a long time previously, one car of wheat changed hands in the local carlot market Nov. 29. The descent to virtual stagnation in turnover came from meagerness of supplies rather than dearth of demand.—Kansas City Grain Market Review.

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# Poultry Feeds and Feeding

## Efficiency of Vitamin D from Several Sources

J. T. Correll and E. C. Wise in the Journal of Biological Chemistry report on the influence of vitamin D of different origins on bone ash and body weight, and on the serum phosphates of the chicken.

Comparative tests in which chick rations were supplied with different levels of vitamin D from a number of commercial samples of tuna liver oil and cod liver oil indicated that, rat unit for rat unit, the tuna liver oil was only from 40 to 60 per cent as effective as the cod liver oil for chicks as measured by bone ash content. The former sources of vitamin D were also much less efficient than the latter in promoting growth of chicks during the first few months of life.

The serum phosphatase concentration in 2-day-old chicks was found to be about 80 Bodansky units per 100 c.c. When adequate amounts of vitamin D were supplied the concentration of serum phosphatase rapidly declined, approaching a level of 20 units per 100 c.c. but in the absence of vitamin D the concentration increased to over 200 units per 100 c.c. in highly rachitic chicks. On a rat-unit basis supplements of cod liver oil proved more efficient than irradiated ergosterol or the tuna liver oils in reducing the phosphatase activity in the serum of growing chicks.

## Effect of Elemental Sulphur on Chick Growth

By O. E. GOFF and C. W. UPP of Louisiana Agri. Exp. Sta.

In the absence of direct sunlight 0.25 per cent cod liver oil, containing a minimum of 400 A.O.A.C. vitamin D chick units per gram failed to promote normal bone calcification and growth, when rations contained commercial flour sulphur.

The 8- to 12-week growth rate of chicks afflicted with "sulphur rickets" was accelerated by including 0.5 per cent cod liver oil in a basal ration and in rations containing commercial flour sulphur. The percentage of bone ash of tibiae was greater for chicks which received sulphur and 0.5 per cent cod liver oil than for those which received sulphur and 0.25 per cent cod liver oil.

Rickets, as indicated by percentage of bone ash, was not completely prevented in all cases by feeding 0.5 per cent cod liver oil in rations containing sulphur; however, leg weakness in live chicks was noted only in lots fed 7 and 10 per cent flowers of sulphur.

Rations containing 5 per cent commercial flour sulphur consistently gave greater 2- to 8-week gains per chick than rations containing 2.0 per cent commercial flour sulphur or no sulphur when 0.5 per cent cod liver oil was included.

Two per cent micronized sulphur or 2 per cent flowers of sulphur gave greater 2- to 8-week gains per chick than did 5.0 per cent of these sulphurs.

Commercial flour sulphur administered in hard gelatin capsules over a six week period resulted in a chick mortality of 45.6 per cent. The mean weight of survivor chicks was not adversely affected.

Rations containing more than 4 per cent of the various sulphurs gave the greatest chick gains when commercial flour sulphur was included, followed in order by 325-mesh sulphur, micronized sulphur and flowers of sulphur. When less than 4 per cent of the various sulphurs were fed the rations containing flowers of sulphur gave greater gains than those containing micronized sulphur.

Results secured when sulphur was fed in rations containing blackstrap molasses or poultry charcoal indicate that the several grades of sulphur may not be compatible with certain feed combinations commonly used in chick rations.

## Effect of Feed on Embryonic Mortality

By J. RUSSELL COUCH, Poultry Husbandman, A. & M. College of Texas.

The losses to hatcherymen and poultrymen from embryonic mortality are probably second only to loss from disease. In studies of the effects of feed on the embryonic mortality at the Texas Station, it was observed that the feed, which the hen receives, has a profound effect on the hatchability of her eggs. In hens that have been selected for high hatchability, as little as 12 parts of manganese per million parts of feed reduces such abnormalities as parrot beaks to a minimum and larger amounts should be added.

It was further observed that laying rations containing meat and bone scraps, fish meal, and soybean oil meal with high grade dehydrated alfalfa leaf meal contained sufficient vitamin G for the production of eggs with high hatchability. It was observed that the fertility of eggs from the hens of all flocks average from 88 to 92 per cent, and yet the proportion of eggs that hatch normal, healthy chicks is from 68 to 80 per cent.

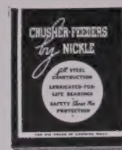
The addition of a vitamin G carrier to the ration did not lower the embryonic mortality in these tests. This indicates that some factor or factors other than vitamin G was influencing hatchability. The embryos which fail to hatch, as a result of vitamin G deficiency, are characterized by their small size for the particular period of incubation and by the occurrence of large amounts of water-like fluid under the skin.

Deformities such as duplication of parts, absence of parts, failure of the skull to cover the brain, and parrot beaks are sometimes caused by a faulty ration. The most characteristic among these is the embryo with the enlarged abdomen, short legs, and parrot beak which is a result of the shortening of two bones in the skull. These embryos with parrot beaks rarely mature or hatch.

This abnormality occurs when the feed of the hens is deficient in manganese, but data at the Texas Agricultural Experiment Station indicates that there is an inheritance factor involved so that if the bird inherits no tendency toward this deformity, very little will be apparent even though the ration contains as little as 12 parts of manganese per million parts of feed.

During the past year, a group of hens that have been selected for high hatchability were fed a ration containing approximately 12 parts per million of manganese, and only 0.8 per cent of parrot-beaked embryos were found in the eggs of these hens which failed to hatch. From 30 to 200 parts per million of manganese were added to the rations of similar groups, and the per cent of parrot-beaked embryos in the eggs of these hens which failed to hatch varied from 0.5 to 0.9 per cent.

Since there is a possibility of the chick inheriting this parrot beak factor, it is probably advisable for the hatcheryman to insist that his flocks receive about four ounces of crude manganese sulphate per ton of feed. This amount is probably added to most of the commercial breeder mashers. The importance of the addition of this mineral is probably greater now than it formerly was because of the depletion of some of our soils due to long time farming.



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## Grain Carriers

Cars loaded with grain and grain products during the week ending Nov. 30 totaled 33,689, against 38,222 during the like week of 1939, as reported by the Ass'n of American Railroads.

Twenty-four ships cleared with grain from Fort William on Saturday, Nov. 30, with 5,809,000 bus., to escape paying the higher rate of insurance going into effect after midnight Sunday morning. In 1928, on Nov. 30, the figures were exceeded, 7,933,737 bus. having been loaded into boats that day.

Chicago, Ill. — Lake shipments of grain from this port during the season just closed were 46,050,000 bus., against 42,471,000 bus. in 1939 and 95,531,000 bus. in 1938, according to Lyman C. West, statistician of the Board of Trade. Only 153,000 bus. of soybeans went out by lake, against 10,467,000 bus. last year.

Brooklyn, N. Y.—The Interstate Commerce Commission began a hearing here Dec. 3 relative to ex-lake export grain rates from Toledo to New York, which the Port of New York Authority attacks as excessive. Clare B. Tefft, transportation commissioner of the Toledo Board of Trade, attended in the interest of Toledo shippers.

An amendment to the Transportation Act of 1940 makes it unlawful for any person to give directly or indirectly any money or gifts in any form whatsoever to employees of railroads with intent to influence action with respect to the supply, distribution or movement of railroad cars. It is also unlawful, under the terms of the act, for railroad employees to solicit or accept gifts or bribes with intent to be influenced in allocating the movement of freight cars.

The Arkansas Corporation Commission has authorized the Cotton Belt Lines to publish reduced rates on rough rice shipments from points along its line in eastern Arkansas into Jonesboro and Waldenburg, to be in effect until Sept. 30, 1941, of five cents per 100 pounds in 60,000 pound minimum shipments, to accord the Jonesboro mills the same privilege of moving rough rice from the Stuttgart area as is accorded the Stuttgart and DeWitt mills in movement of rice from stations on the north end of the Cotton Belt Lines.—J. H. G.

A railroad engineer reported by his own train crew to be drunk just before starting on their run was discharged by the Pennsylvania Railroad after a physician had stated in writing that the engineer was "absolutely unfit to handle an engine due to the effects of alcohol." The first division of the government National Railroad Adjustment Board ordered him reinstated with full pay for time lost, on the ground the railroad company discharged him first and tried him afterwards. What if the train crew had refused to ride behind a drunken engineer? What of the danger to the public?

Portland, Ore.—Federal Judge Fee in Oregon-Washington Railroad & Navigation Co. v. Pacific Continental Grain Co. and Strauss & Co., held that the intent of the grain shipper decided whether the intrastate or interstate transportation rate would apply. Differences arose over grain shipments to Portland that were billed at the lower intrastate rate. In those cases where contracts showed there was an agreement to load the grain aboard ship directly on arrival at Portland from interior Oregon points, the higher interstate rate would apply, the judge stated. Some 300 causes of action were involved.—F. K. H.

Alfalfa hay drying and grinding has been granted exemption from the maximum hours provisions of the Wage and Hour Law, by Administrator Philip E. Fleming, on prima facie evidence, presented by Saunders Mills, Inc., of Walbridge, O., and others.

## Metabolizable Energy of Some Chicken Feeds

In its 23-page bulletin No. 589, recently issued, the Texas Agricultural Experiment Station tabulates a mass of data of great value to feeders attempting to compound feeds for chickens scientifically.

The heats of combustion of 48 samples of feeds were determined in a bomb calorimeter. The heats of combustion were calculated by use of the factors, 5.7 Calories per gram of protein, 9.47 Calories per gram of fat, and 4.2 Calories per gram of nitrogen-free extract and of crude fiber. The average difference between the values found and the values calculated was 2.1 per cent and the standard deviation of the difference 2.8 per cent, 2.3 per cent if lactose is excluded.

The heat of combustion of lactose found was 3.717 Calories per gram, which is close to 3.731 Calories previously reported by other workers. When the nitrogen-free extract is largely lactose, as is the case with dried whey and dried skim milk, the value of 3.7 Calories per gram of nitrogen-free extract would be more accurate than the value of 4.2 Calories. However, in an ordinary mixed ration, the lactose content is too low to affect appreciably the value of the nitrogen-free extract.

The heats of combustion of 62 rations, as found and as calculated by means of the same factors as used for the feeds, were in excellent agreement. The average percentage difference was 0.9 and the standard deviation was 1.8 per cent.

The heats of combustion of chicken excrements from digestion experiments were calculated by means of the same values as used for feeds, with the addition of 2.735 Calories per gram for uric acid and 5.8 Calories per gram of ammonia. With 136 samples, the average of the differences is 2.1 per cent and the standard deviation of the differences is 2.8 per cent.

The metabolizable energy per gram of ration was calculated from the digestion experiments by subtracting the number of calories of heat of combustion in the excrement produced from the number of calories in the corresponding quantity of the ration eaten, and then dividing the difference by grams of ration eaten. The metabolizable energy was calculated by use of 4.0 Calories per gram of digested protein, 4.2 Calories per gram of digested nitrogen-free extract and crude fiber, and 9.47 Calories per gram of ether extract. The metabolizable energy calculated was too low. Since previous work showed that growing chickens retain, on an average, 56.6 per cent of the digested protein, correction was made for this retention by use of the value of 5.13 Calories per gram of digestible protein. The average difference between the metabolizable energy for fattening as found by 128 tests was 2.0 per cent and the standard deviation of this difference was 2.8 per cent. This agreement is excellent.

The metabolizable energy for chickens on a maintenance basis of ordinary feeds or rations can be calculated with an excellent degree of accuracy from the digestible constituents by means of the values of 4.4 Calories per gram of protein, 4.2 Calories per gram of nitrogen-free extract and of crude fiber, and 9.47 Calories per gram of ether extract. If appreciable amounts of lactose are present, allowance should be made for the fact that its heat of combustion is 3.7 Calories per gram instead of 4.2 for the nitrogen-free extract in most feeds. There may be other ingredients in special feeds for which allowance must be made to secure increased accuracy of the calculations.

The Republic Yeast Corporation is charged by the Federal Trade Commission with discrimination in prices in violation of the Robinson-Patman Act, some customers paying only one-half as much as others.

TESTS WITH MANGANESE were conducted both with pullets that were just starting their first laying year and with hens that had finished their first laying year. It is a recognized fact that the poultrymen and hatcherymen should use for the production of hatching eggs only hens that have finished their first laying year or those which are older.

In these tests, pullets which were fed a ration containing 12 parts of manganese per million parts of feed, had a hatchability 13 per cent higher than that of hens, which were fed this ration. When 30 parts of manganese per million parts of feed was added to the rations of similar groups of both hens and pullets, the hatchability of the eggs from the two was approximately the same.

This indicates that a deficiency of manganese produces more disastrous results as regards hatchability in hens than in pullets. This constitutes another very apparent reason why hatcherymen and poultrymen might find it advantageous to include this mineral in the ration of their breeding flocks, particularly during the season when the eggs are to be used for hatching purposes.

In the two years that the tests were conducted, it was found that fish meal and meat and bone scraps were suitable sources of protein for hens laying hatching eggs and were of equal value in their beneficial influence on the hatchability of eggs. It was further found that approximately one-third of the protein concentrate of the laying ration can be made up of soybean oil meal without lowering the hatchability of the eggs from hens fed this feed.

Employees of municipalities are protesting against the social security extension bill of Senator R. F. Wagner of New York, placing under the Act agricultural and domestic workers and civil service employees, as it would deprive them of benefits under their own pension plans.

And Amendment of the A.A. Act of 1938 was approved by the President Nov. 25, as follows: "That subparagraph (E) of paragraph (13) of subsection (b) of section 301 of the Agricultural Adjustment Act of 1938, as amended, is amended so as to provide for the determination of farm normal yields of corn, wheat, and cotton on the basis of the same period of years used in the determination of county normal yields for those commodities by striking out in the first sentence thereof the words 'with respect to which such normal yield is used in any computation authorized under this title' and by substituting in lieu thereof the words 'in which such normal yield is determined.'" The amendment is expected to make it possible to notify farmers about their crop quotas several months earlier. However, most of the wheat and corn growers will ignore the bureaucrats and plant as they please.

## Hay Movement in November

Receipts and shipments of hay at the various markets during November, compared with November, 1939, in tons, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Boston	407	275	.....	.....
Chicago	2,104	2,724	250	409
Kansas City	2,484	2,232	108	180
St. Louis	312	268	60	48

## Feedstuffs Movement in November

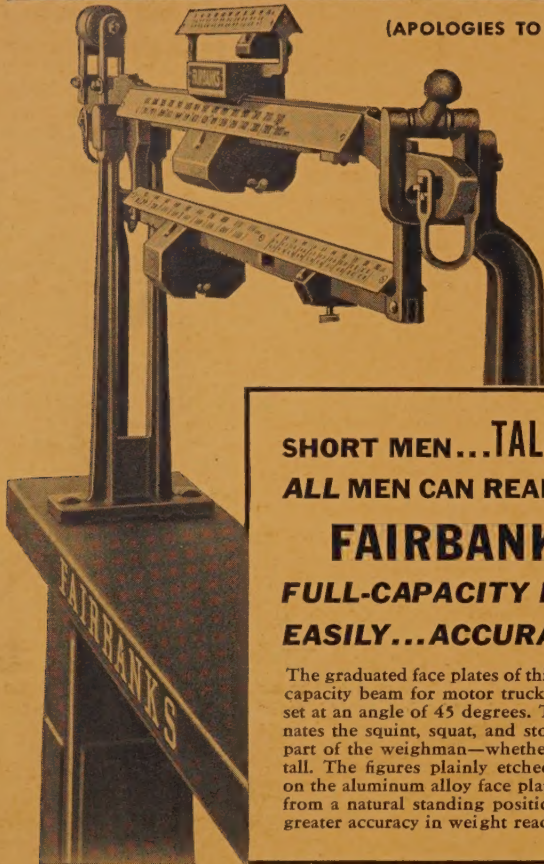
Receipts and shipments of millfeeds at the various markets during November, compared with November, 1939, in tons, were:

	Receipts		Shipments	
	1940	1939	1940	1939
Baltimore	2,292	3,677	.....	.....
Boston	836	584	.....	.....
Chicago	16,005	13,753	46,545	37,928
Kansas City	11,575	7,300	21,425	24,500
Milwaukee	80	3,000	12,240	12,280
Minneapolis	.....	.....	26,875	24,825
Peoria	11,400	10,800	14,520	16,140



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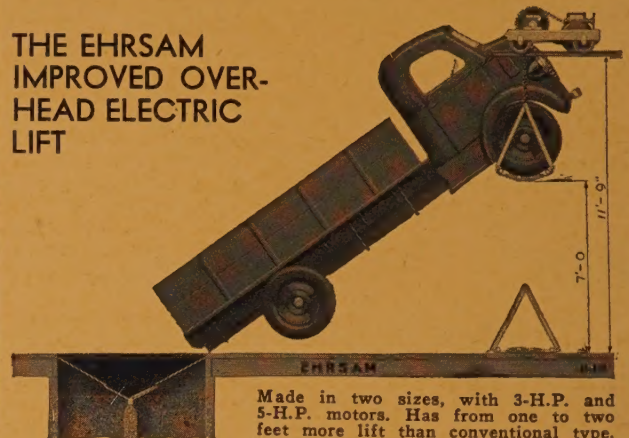
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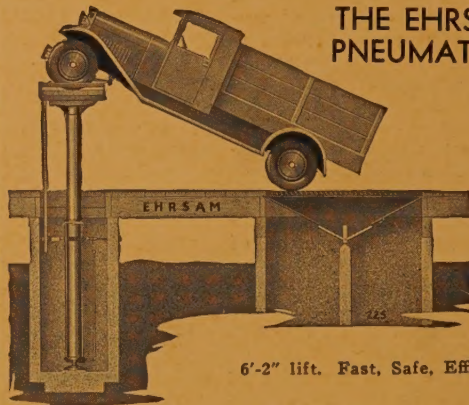
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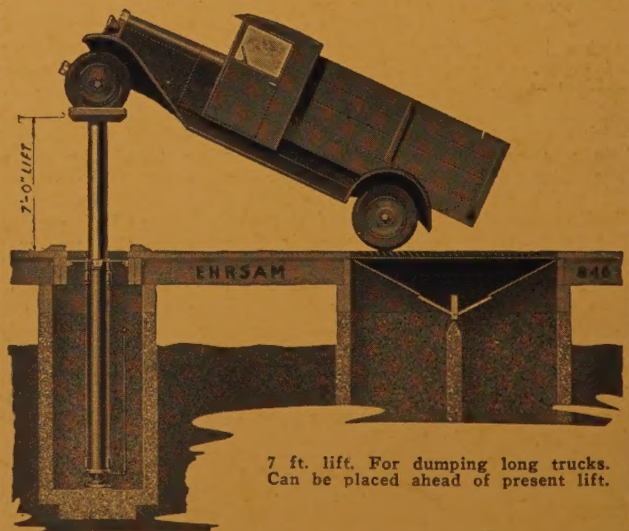
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